Saïd Business School at the University of Oxford blends the best of new and old. We are a vibrant and innovative business school, deeply embedded in an 800-year-old, world-class university. We create programmes and ideas that have global impact. We educate people for successful business careers, and as a community seek to tackle world-scale problems. We deliver cutting-edge programmes and ground-breaking research that transform individuals, organisations, business practice, and society. We seek to be a world-class business school community, embedded in a world-class university, tackling world-scale problems.

Engaging with the Oxford Said Career Development Centre
Oxford Saïd students have diverse and global career aspirations. There are many ways in which companies collaborate with the Oxford Saïd Career Development Centre in order to engage with a global talent pool and to further build their brand on campus. Below is an outline of different opportunities.

Advertising roles to current students and alumni
The Career Development Centre can facilitate recruitment for employers by advertising MBA programmes, internships and full-time roles to current students and alumni on our online careers portal, Careers@Saïd (available for full-time MBAs, Executive MBAs, MFEs and MMPMs) as well as targeting specific students with opportunities.

Holding corporate events at the school
Employers are encouraged to conduct a company presentation and networking event on campus during the year, to raise awareness of opportunities within the company and meet current students.

The Career Development Centre can also facilitate smaller, targeted events such as lunches, seminars, panel discussions, and interviews on campus for employers to meet potential hires.

Employers are invited to attend school-wide conferences as delegates or panel members, where they can meet students from the business school and wider University, and participate in knowledge exchange of the company’s current initiatives.

Oxford Business Networks
Employers can engage with our Oxford Business Networks (OBNs) for different industries and geographies, when these are formed in October every year. These student-led groups organise events for students throughout the year, based around business in different industries and geographies. The OBNs also arrange visits to company offices to learn more about current work within the company and experience the company culture.

Student Projects
Employers are encouraged to join other companies in offering a Strategic Consulting Project (SCP) to a group of 3-4 MBA students, or alternatively an internship (both summer credited options for MBA students) in order for companies to gain fresh insights on a current business problem and offer valuable work experience to students.

Case competitions
Some companies offer a case competition to students within the school to gain students’ expertise on current business initiatives and engage in a more academic setting.

Further information
For further details, please contact the Careers Centre on 01865 288441 or email careers@sbs.ox.ac.uk
MBA Profile Class of 2017/18

Facts and figures

- **334** class size
- **28** average age
- **5.2 years** work experience
- **41%** female participants
- **60** nationalities
- **92.5%** from outside the UK
- **690** average GMAT

Industry %

- Finance: 20.6%
- Consulting: 17.6%
- Other: 11.3%
- Industrials: 8.7%
- Non-profit: 7.8%
- Energy & Natural Resources: 6.9%
- Technology: 6.3%
- FMCG: 3.9%
- Real Estate: 2.7%
- Healthcare: 2.7%
- Education: 2.7%
- Marketing /Advertising /Media: 2.4%
- Government and Public Sector: 2.4%
- Insurance: 2.1%
- Retail: 1.2%
- Executive Search: 0.6%
- Travel/Tourism: 0.3%

Nationality

- North America: 28%
- Central America: 2%
- Latin America & the Caribbean: 4%
- Western Europe: 12%
- Eastern Europe: 2%
- Central Asia: 1%
- East Asia: 12%
- South East Asia: 9%
- South Asia: 11%
- Middle East: 3%
- Africa: 10%
- Oceania: 4%
Safa’ Abdelrahman  
Jordan  
Safa.Abdelrahman.mba2017@said.oxford.edu  
CFA Charterholder; University of Jordan, Jordan, BA (Hons) Finance  
Languages: Arabic  
Senior Associate, Sequence Advisory Services, Jordan  
Conducted several valuation projects while acting as self-sided buy-side advisor  
Developed detailed financial models, guiding corporations in optimising capital structures and assessing cash flow deficiencies  
Performed feasibility studies and prepared investors’ presentations directed towards board of directors and top management  
Engagement Auditor, Ernst and Young, Jordan  
Audited financial statements, operating procedures and internal control for companies across various industries  
Collaborated in managing the biggest audit client in Jordan offices, contributing US$1.5m in revenues globally  
Developed derivative and loan analysis sheets circulated across several teams and clients  
Career interests  
Corporate finance; asset management; private equity; entrepreneurship; fintech  

Paras Abrol  
India  
Paras.Abrol.mba2017@said.oxford.edu  
Indian Institute of Technology, India, M Tech Metallurgical Engineering, B Tech Metallurgical Engineering  
Languages: Hindi, Punjabi  
Fellow, Teach For India, India  
Conceptualised a webinar series  
Coached 18 teachers, facilitated Learning Circles and observed classes  
Organised literature festival to provide exposure to 25 rural schools  
Analysed city’s education landscape to lay foundation for city strategy  
Fundraised INR0.2m to organise TFI Annual Festival  
Assistant Manager-Plant Head Secretariat, Jindal Steel and Power Limited, India  
Designed operational strategy by cross-functional collaboration across 16 departments  
Co-conceptualised new Wire Drawing Unit project  
Led logistics and planning of dSP, Harvard Asia Trek  
Promoted two years ahead of company norms  
Career interests  
Impact consulting; product management; international development  

Deniz Acar  
Turkey  
Deniz.Acar.mba2017@said.oxford.edu  
University of Geneva, Switzerland, BSc Business Management  
Languages: French, Turkish  
Country Advisor, Republic of Turkey Prime Ministry Investment Support and Promotion Agency, UAE  
Established and led UAE office as youngest Country Advisor in agency  
Sourced - US$400m in FDIs investments from PE firms, investment banks, hedge funds and corporations  
Authored recommendations for Prime Minister and advisors  
Consultant, Apex Consulting LLC, UAE  
Developed successful UAE market-entry strategy for premium fruit juice producer  
Advised major Turkish legal services firm on expansion into Gulf Cooperation Council  
Junior Dealer, Mashreq, UAE  
Traded currencies, commodities & derivatives  
Modeled scenario analyses for structured derivatives trades and created currency-pricing calculator  
Career interests  
Consulting; venture capital; entrepreneurship; strategy; business development  

Edna Addo  
USA, Ghana  
Edna.Addo.mba2017@said.oxford.edu  
Stony Brook University, USA, BSc Business Management and Finance, BA Economics  
Languages: Akan  
Associate, UBS Investment Bank, USA  
Led three global projects to streamline trading and regulatory systems, leading to US$30m+ annual savings in external vendor costs  
Supervised daily trade operations for US$2bn+ of equities, assuming risks within flow and improving ‘right first time’ trade processing metrics from 80% to over 90%  
Associate, UBS AG, UK  
Maintained 50+ top tier EMEA client accounts to sync seamlessly with downstream systems, directly contributing to the firm’s consistent high marks in 2/3m industry rankings  
Built two new risk reports to capture transaction data for fixed income market, decreasing trade reporting times significantly  
Research Analyst, Harvest Management LLC, USA  
Analysed financial statements and prepared investment recommendations for two portfolio managers  
Career interests  
Consulting; private equity; impact investing; entrepreneurship; product management  

Rajan Agrawal  
India  
Rajan.Agrawal.mba2017@said.oxford.edu  
University of Mumbai, India, BE Computer Engineering  
Languages: Hindi, Marathi  
Director, Mulchand Phulchand Krishi Udyog Private Limited, India  
Doubled turnover from INR661m to INR1,287m in FY 2013 to FY 2017 respectively  
Special Recognition Award by Agricultural Produce Market Corporation of India, for initiative to educate local farmers  
Negotiated with Mitsubishi Corporation, Tokyo, and Asahi Kasei Corporation, Osaka, to form a joint venture; entered global cotton market  
Founded Jana Cotton Seed Processors’ Association and Cotton Seed Dealers’ Association to standardise practices in India’s cotton seed industry  
Analysed entire supply chain and revamped existing process to implement innovative strategic initiatives for business growth  
Career interests  
Business strategy; development; consulting; entrepreneurship  

Femi Aiyegbusi  
Nigeria, Canada Work Authorisation  
Olufemi.aiyegbusi.mba2017@sbs.oxford.edu  
University of Lethbridge, Canada, BSc-Computational Finance; Obafemi Awolowo University, Nigeria, BSc (Hons) Economics; CFA Level 1  
Languages: Yoruba  
Manager, Canadian Imperial Bank of Commerce (CIBC), Canada  
Led teams in structuring and pitching leveraged deals worth CA$4m in non-interest revenue  
Managed a credit portfolio of 30 agribusiness, manufacturing and financial services clients  
Mentored six associates  
Associate, Canadian Imperial Bank of Commerce (CIBC), Canada  
Performed credit analysis on 46 clients with total borrowings over CA$1bn  
Performed LBO analysis and due diligence on three deals during a leveraged finance rotation  
Bank Officer, Intercontinental Bank, Nigeria  
Led sales campaign raising US$25m for IPO  
Advised and provided due diligence support for three IPOs and six loan syndications  
Career interests  
Leveraged finance; impact investing; private equity; mergers and acquisitions
Nizar Ajeeb Lebanon
Nizar.Ajeeb.mba2017@said.oxford.edu
American University of Beirut, Lebanon, ME (Hons)
Computer and Communication Engineering, BE (Hons)
Computer and Communication Engineering, BSc (Hons)
Mathematics
Languages: Arabic
Software Architect, Akka Technologies, Dubai
Working on the software implementation of Dubai Smart City Project for Expo 2020, involving big data processing and analytics
Software Architect, Capital Banking Solutions, Beirut
Supported and monitored the development team
Set the best practices and guidelines to be followed in the software implementation
Researched and developed latest tools and framework to be used in our platform
Senior Software Engineer, Capital Banking Solutions, Beirut
Led a team of four web developers
Mentored and supervised a team of three
Career interests
Technology; consultancy; private equity; corporate finance; entrepreneurship

Mercy Akoth Kenya
Mercy.Akoth.mba2017@said.oxford.edu
Strathmore University, Kenya, BBS (Hons) Actuarial Science
Languages: Swahili
Actuarial Assistant, Britam Insurance Company, Kenya
Valuation of general insurance liabilities
Investigated the profitability of micro health insurance products
Projected and presented a five-year business plan of the general insurance book
Trained, supervised and appraised two new staff
Graduate Assistant, Strathmore University, Kenya
Tutorial fellow in probability, statistics and financial mathematics
Actuarial Intern, Liberty Life Insurance Company, Kenya
Investigated the impact of interest rate variation on the company’s assets and liabilities
Audited accuracy and completeness of group life insurance valuation data
Career interests
Quantitative finance; risk management; consulting; development banking

Kristzina Almasi Hungary
Kristzina.Almasi.mba2017@said.oxford.edu
Wirtschaftsuniversität Wien, Austria and Bocconi University, Milan, MSC International Management – CEMS; Corvinus University, Hungary, BSc International Economics
Languages: Hungarian
Consultant, McKinsey & Company, Europe and US
Defined the R&D strategy of an oncology player to drive investment decisions
Defined a large telecommunication company’s commercial strategy using advanced analytics
Formulated a large pharma company’s digital commercial strategy; analysed opportunities to customise it to two emerging markets
Created a CO2 emission offsetting strategy for a player in the aviation industry
Consultant, Gavi the Vaccine Alliance, Switzerland, Germany
Designed and rolled out a new country engagement model in 9 developing countries, aiming to reduce approval times by 30%
Built a strategic forecasting tool to create transparency on workload and investment need for the company’s next strategic period
Career interests
Pharmaceuticals; public health; innovation strategy; sustainability; innovative

Adwoa Ameley Ghana
Adwoa.Ameley.mba2017@said.oxford.edu
ACCA; Institute of Chartered Accountants, Ghana, CA; University of Ghana, BSc Administration (Accounting)
Languages: Akan
Senior Associate, KPMG, Ghana
Structured transfer pricing reports for five clients; recommended appropriate benchmarks for related-party transactions over ensuring three years
Supervised ten client engagements and ensured tax compliance; all clients fulfilled tax obligations on time; one client awarded 2016 best taxpayer
Conducted tax due diligence on multimillion-dollar exit deal of a major authentication company
Associate, KPMG, Ghana
Designed and implemented tax alert on taxation of international executives following introduction of new Income Tax Act; alert published on KPMG Global website
Rated Highly Effective Performer; promoted three times during tenure
Career interests
Corporate finance; private equity; mergers and acquisitions; consulting

Akanksha Anand India
Akanksha.Anand.mba2017@said.oxford.edu
Bharati Vidyapeeth University, India, BTech Electronics & Telecommunication Engineering
Languages: Hindi
Pro Bono Consultant, Pragyavataran Educational Society, India
Led a team of four to design and implement campaigns, enhancing brand engagement with target audience and raising over INR85,000
Coordinated community development work, leading to a 50% increase in beneficiary outreach
Partnered with programme director to create project plan for livelihood schemes, improving incomes by 50% for more than 500 beneficiary families
Technology Analyst, ZS Associates, India
Collaborated with cross-functional teams to develop multiple technology solutions for fortune500 clients
Managed new hires and received merit for same, awarded to top 5% of performers
Spearheaded ZS CSR Initiative team to conduct education sessions for groups of 50–70 underprivileged children
Career interests
Social entrepreneurship; impact investing; renewable energy; management consulting

Li Ang Singapore
Li.Ang.mba2017@said.oxford.edu
Nanyang Technological University, Singapore, BSc Maritime Studies
Languages: Mandarin
Assistant Marketing Manager, Swire Pacific Offshore, UAE
Growth planning, new market penetration and cost reduction initiatives at regional HQ level for four offshore joint ventures and marketed fleet of 20 vessels (US$100m assets) for oil and gas projects across Africa, Asia and Middle East
Acting Country Manager, Swire Pacific Offshore, Angola
Led a team of 80; managed Angolan operations and assets in support of US$65.4m oil exploration projects for 2 international clients
Commercial Management Trainee, Swire Pacific Offshore, Singapore
Supported corporate-level decision making through strategic research, analysis and presentation
Implemented Lean Six Sigma project that delivered US$250,000 savings for 2 international offices
Career interests
Asset management; corporate finance; entrepreneurship; fintech; private equity
**Yogan Appalsamy** South Africa  
Yogan.Appalsamy.mba2017@said.oxford.edu

*University of the Witwatersrand, South Africa, BComm Honours Finance*

**Languages:** Afrikaans

**Vice President (M&A), Standard Bank Group, South Africa**

Senior management, required to originate transactions and deliver revenues of US$40m  
Provided strategic advice to senior management of clients (CEO, CFO)  
Led day-to-day execution and managed junior staff on transactions

**Associate and Analyst (M&A), Standard Chartered Bank, South Africa**

Executed transactions in excess of US$12bn across various sectors in sub-Saharan Africa  
Significant experience creating detailed models including DCF valuations and LBOs

**Equity Research Analyst (IBD), JP Morgan, South Africa**

Conducted research on listed companies to provide insight and recommendations to asset managers

**Career interests**

Venture capital; technology; entrepreneurship; private equity; asset management; corporate finance

---

**Sandor Axelrod** USA  
Sandor.Axelrod.mba2017@said.oxford.edu

*Macalester College, USA, BA (Hons) Economics*

**Senior Research Associate, Federal Reserve Board of Governors, USA**

Prepared sections of the Teabook transmitted to the Federal Open Market Committee  
Coordinated with other Federal Reserve branch banks and other federal agencies to ensure optimal economic methodologies  
Responsible for managing apparatus of programmes forecasting US inflation

**AmeriCorps Lead Service Member, Montana State Government, USA**

Engaged efforts between the Governor's office and the non-profit campaign No Kid Hungry  
Directed operational assistance to school administrators through a grant system  
Built new coalitions amongst community members, business, and local government

**Line Therapist, Caravel Autism Health, USA**

Provided behavioural therapy to children with autism as directed by senior staff  
Communicated with clinical team and families to ensure client progression

**Career interests**

Development banking; not for profit; consulting

---

**Stephanie Bunni Ayeh** Ghana  
Bunni.Ayeh.mba2017@said.oxford.edu

*American University, USA, BA (Hons) Economics, International Studies*

**Languages:** French, Akan

**Product Manager, Amazon, Luxembourg**

Created process for on-boarding new brand cohort onto Amazon  
Developed performance model to review growth of 360 strategic brands  
Designed online training saving two months of preparation and €10,000 cost

**Innovation Manager, Vodafone, Ghana**

Established innovation unit and built an ecosystem of partners in mobile innovation space  
Developed first innovative products: multi-operating system app-store and video compression application

**Business Advisor, Esoko, Ghana**

Crafted deployment strategy and execution for Esoko franchising in six countries  
Provided advisory support for franchise launches in four countries

**Career interests**

Consumer goods; retail; product management; strategy

---

**Wael Ballouk** Lebanon  
Wael.Ballouk.mba2017@said.oxford.edu

*London Business School, UK, Master in Management; Lebanese American University, Lebanon, BS Business – Banking and Finance*

**Languages:** French, Arabic

**Analyst, Bloomberg LP, UK**

Advised clients on improving workflow; collaborated with portfolio managers and traders to optimise investments and trade ideas  
Specialised in the Portfolio and Risk Analytics tool, allowing users to analyse risks and returns of portfolios under different scenarios  
Led a team implementing a strategy project to increase revenues from corporate treasury managers. Raised sales by 10% to treasuries across Belgium and Luxembourg

**Financial Advisory Intern, Grant Thornton, Lebanon**

Performed a valuation of a leading financial services IT company in the MENA region, using comparable company analysis and discounted cash flow methods  
Analysed the e-commerce market in Lebanon as part of a feasibility study, and developed a business plan for an online retail platform

**Career interests**

Asset management; corporate finance; financial advisory; private equity

---

**Maëlle Barbançon** France  
Maelle.Barbancon.mba2017@said.oxford.edu

*Cornell University, USA, BS Applied Economics and Management*

**Languages:** French, Spanish

**Incubation Manager, Impact Hub, Cambodia**

Co-developed and managed USAID-funded incubator programme  
Led design and implementation of new coaching programme  
Coached incubated ventures and over 40 Impact Hub social entrepreneurs

**Social Business Coordinator, Friends International, Cambodia**

Coordinated 12 social businesses across SEA  
Designed and implemented two new social business models  
Advised partners to transform programmes into revenue-generating social businesses

**Senior Consultant, Ernst & Young, USA**

Led US$600k engagement at global life sciences company  
Designed supply chain strategies at power and utility company, leading to US$2.5m in savings

**Career interests**

Social entrepreneurship; impact investing; economic development

---

**Sandor Axelrod USA**  
Sandor.Axelrod.mba2017@said.oxford.edu

*Macalester College, USA, BA (Hons) Economics*

**Senior Research Associate, Federal Reserve Board of Governors, USA**

Prepared sections of the Teabook transmitted to the Federal Open Market Committee  
Coordinated with other Federal Reserve branch banks and other federal agencies to ensure optimal economic methodologies  
Responsible for managing apparatus of programmes forecasting US inflation

**AmeriCorps Lead Service Member, Montana State Government, USA**

Engaged efforts between the Governor's office and the non-profit campaign No Kid Hungry  
Directed operational assistance to school administrators through a grant system  
Built new coalitions amongst community members, business, and local government

**Line Therapist, Caravel Autism Health, USA**

Provided behavioural therapy to children with autism as directed by senior staff  
Communicated with clinical team and families to ensure client progression

**Career interests**

Development banking; not for profit; consulting

---

**Hunter Barns** USA  
Hunter.Barns.mba2017@said.oxford.edu

*Duke University, USA, MSc Engineering; University of San Diego, USA, BS/BA Industrial Engineering and History*

**Associate, A T Kearney, Inc, USA**

Led technical evaluation and negotiation support for Canadian shipbuilder’s multimillion-dollar supply chain affordability programme. Achieved CAD20m in negotiated savings  
Developed aircraft engine sustainment analysis enabling US$220m savings for a major US naval aviation program  
Facilitated RFP formation for Canada’s CAD24bn surface combatant program; built financial models and presented cost-capability trade-off analyses on warship configurations

**Lieutenant, United States Navy, USA**

Principal assistant to the commander of all US submarines in the Pacific and Middle East  
Managed equipment readiness and navigation plans for over 50 forward-deployed submarines in East Asia  
Directed engineering/operational planning on a nuclear-powered ballistic missile submarine

**Career interests**

Entrepreneurship; project management; engineering; marketing; risk management
Emily Barran

University of Leeds, UK, BA (Hons) Classical Literature and Philosophy

Partnerships Manager, West London Zone, UK

Led contract negotiations with 12 charity partners to provide academic and wellbeing support to 130 children; budget of £150k.

Managed operational delivery, partner assessment and performance management.

Grew partnership ready to support 450 children with budget of £370k.

Assistant to the CEO, Only Connect, UK

Developed bespoke data capture and reporting tools to manage six different programmes.

Researched and mapped 120 local social sector organisations.

Project Manager, The Long Run Venture, UK

Organised logistics for a trade mission to Brazil for 14 UK cleantech entrepreneurs.

Career interests

Social entrepreneurship; strategy; social finance; organisational change management.

Moriah Baxevane-Connell

Temple University, USA, BA (Hons) Information Science and Technology, BA Psychology

Consultant I, Microsoft, USA

Customised and streamlined data cleansing of a 6-terabyte data warehouse for a US$2m USA Department of Justice engagement.

Trained and mentored a team of three Associate Consultants for a US$2m 1m project.

Microsoft Certified Professional: Big Data Analytics, Architecting Azure Cloud Solutions

Associate Consultant II, Microsoft, USA

Managed end-to-end workflow of a US$10m engagement touching 35,000 users globally.

Appointed as subject matter expert for third party data analysis and project management tool and led trainings for the tool internationally.

Associate Consultant I, Microsoft, USA

Oversees end-use communications and issue management for US$19m operating system upgrade of 45,000 computers in 65 countries.

Developed cost-saving program improvements implemented across 20 upgrade depots.

Career interests

Consulting; business strategy; technology; relationship management.
Zhiyi Bi China
Richard.Bi.mba2017@said.oxford.edu
Sun Yat-sen University, China, BA English and Spanish; CFA Level II Candidate
Languages: Mandarin, Cantonese, Spanish
Investment Banking Associate Intern, GP Bullhound LLP, UK
Prepare marketing documents (e.g. investment memo, investor presentations, modelling)
Work with teams in UK and China for deal origination with my business network
Head of Overseas Operations, Guangzhou Duoyu Network Co Ltd, China
Managed overall overseas business, e.g. cross-border M&A, product operations
Transformed Japanese subsidiary into profit centre and founded the e-commerce business
Director of Business in Latin America, GRG Banking Equipment Co Ltd, China/Mexico
Managed fintech sales and established local infrastructure by direct investments and M&A
Signed the first US$1m+ contract in Mexico and penetrated seven markets in Latin America
Auditor, KPMG, China
Gained solid knowledge in financial accounting
Career interests
Mergers and acquisitions; international finance; private equity; fintech; technology

Svetlana Bochaver Russia
Svetlana.Bochaver.mba2017@said.oxford.edu
University of Oxford, UK, MBA; Russian Academy of Sciences, Russia, PhD in Linguistics; Moscow State University, Russia, MA in Spanish Studies
Languages: Russian, Spanish, French
Consultant, Local Talk, Marketing Consulting, Russia
Semiotic and cultural research for food and clothing Industries
Advised corporate management on new marketing strategies
Research fellow, Russian Academy of Sciences, Russia
Led three teams involved in multi-national research and educational projects
Authored >30 research papers, and presented at >30 academic conferences
Organized 50 scientific conferences and seminars
Interpreter and Aide-de-Camp, Spanish Chamber of Commerce, Russia
Provided linguistic and analytical support for trade missions to Russia
Performed as an interpreter during high-level business meetings
Career interests
Consulting; innovation strategy; research; marketing

Eleanor Brown Australia, UK
Eleanor.Brown.mba2017@said.oxford.edu
University of Oxford, UK, MSc Public Policy; University of Melbourne, Australia, BA (Hons) Politics and International Studies
Associate, McKinsey & Company, Australia
Managed CEO-level strategic projects across mining, banking, telecom, public sector
Led analysis behind McKinsey’s 2014 Compete to Prosper report on Australia’s economic competitiveness
Headed McKinsey Australia’s gender equality work, reviving strategy and leading workshops
Advisor to the Board, YWCA, Australia
Delivered new strategy for Australia’s oldest women’s NGO, involving advice to merge
Negotiated merger across 11 boards & CEOs
Designed new business plan and org. structure
Program Director, Elite Sport Male Champions of Change, Australia
Facilitated 20 of Australia’s top elite sport CEOs committed to gender equality
Shared implementation leads council
Supported design of new gender strategies
Career interests
Strategy, organisational design; workforce development; energy; gender equality

Eric Buntoro Indonesia
Eric.Buntoro.mba2017@said.oxford.edu
Washington University in St. Louis, USA, BSBA Finance and Accounting
Languages: Indonesian
Engagement Manager, McKinsey & Co, Indonesia
Led the design, development and launch of two new digital ventures for a leading Indonesian bank
Led negotiations on network sharing between two leading ASEAN telecommunication companies
Signed the first US$1m+ contract in Mexico and penetrated seven markets in Latin America
Associate, KPMG, China
Gained solid knowledge in financial accounting
Career interests
Mergers and acquisitions; international finance; private equity; fintech; technology

Michaelanne Butler USA
Michaelanne.Butler.mba2017@said.oxford.edu
Marymount California University, USA, BA (Hons), Liberal Arts with Global Studies and Business emphasis
Chief CCOP Officer, Jadora LLC, USA
Pioneered charitable carbon offset programme, offsetting 30k tonnes CO2 and generating US$150k in first 18 months
Facilitated interdisciplinary grant writing collaboration for US$870m in funding
Directed Seattle HQ and organisational assessment during leadership transition
Studio Webware Specialist, Dot Butler Design, USA
Managed implementation and employee training of industry-specific software system
Engagement Coordinator, MCU Office of Sustainability, USA
 Spearheaded annual Zero Waste Move Out programme
Organised three annual Sustainability Week programmes
Authored comprehensive educational and training materials
Career interests
Social entrepreneurship, consulting, international development, impact investing

Meredith Caldwell Australia
Meredith.Caldwell.mba2017@said.oxford.edu
Australian National University, Australia, LLB, BSc Psychology
Languages: German
Associate Manager, Accenture, Global
Led flagship research into skills needed for the future; assigned US$81.5m over five years
Managed global research project, designing world tour, and managing 20 people
Provided foundation requirements for Accenture’s skilling of over 20,000 people
Management Consultant, Accenture, Australia
Led readiness for CRM deployment, prepared agency of 22,000 people
Implemented new standard for behavioural impact communications across government
Improved relations at client, resulting in 400% increase of communications across government
Water Team Member, World Economic Forum, Switzerland
Implemented engagement strategies for Strategic Foresight meetings in Davos
Career interests
Social impact; preparing for digital disruption; tech; entrepreneurship
Monica Camino Matta  Mexico
Monica.CaminoMatta.mba2017@said.oxford.edu
Universidad Iberoamericana, Mexico, BA Economics
Languages: Spanish
Credit Risk Associate, Morgan Stanley, USA
Conducted diligence trips to LatAm with client-side CEO/COO to assess financial situation
Implemented portfolio mgmt strategy for derivative products/corporate loans (+US$2bn)
Negotiated credit terms with clients and initiated trading processes for derivatives
Credit Risk Analyst, Morgan Stanley, USA
Promoted to Senior Analyst and transferred to NY six months after joining team
Collaborated with IBD to gain approval of corporate loans through credit analysis, modeling, credit committee presentations
Equity Research Junior Analyst, Morgan Stanley, Mexico
Performed financial modelling/contributed to writing company reports for leading companies
Analysed company and industry data to support team’s investment recommendations
Career interests
Investment banking, private equity; asset management

Luke Carby  UK
Luke.Carby.mba2017@said.oxford.edu
University of Durham, UK, BA Philosophy; College of Law, UK, GDL
UK Brand Ambassador, Vitale Barberis Canonico, Italy
Advise on UK and global communications and marketing, including shaping a 175% increase in advertising spend
Luxury Goods and Services Photographer
Understand and convey the marketing objectives of luxury brands in visual form (including Jaguar Land Rover; Hermes, Remy Martin; Cifonelli)
Photographer-at-large, The Rake magazine, UK
Developed visual content for multiple platforms, taking the magazine from regional to global during tenure
Career interests
Luxury; consulting; private equity; corporate finance; strategy

Colleen Carroll  USA
Colleen.Carroll.mba2017@said.oxford.edu
University of Florida, USA, BSBA Finance
Finance Manager, Capital One, USA
Led team of four to forecast and analyse P&L performance of US$20bn credit card loan portfolio and US$200m revenue investments
Improved modelling speed by 85% through implementation of a Python™-based solution
Detected material risk variance in early monitoring; advised earnings call guidance restatement and business course-correction
Principal Analyst, Capital One, USA
Built long-term forecast model for a US$80bn loan portfolio to achieve 10% 5-yr growth rate
Created Tableau® monitoring of US$20bn loan portfolio to identify out-performing segments
Senior Analyst, Capital One, USA
Conducted headcount forecasting model and natural staffing/talent plan for US$12bn credit; achieved target of 20% reduction
Finance Rotation Program Associate, Capital One, USA
Participated in 2.5-year leadership program with three roles: global tax, corporate planning and analytics, and credit card finance
Career interests
Management consulting; strategy; fintech; data analytics; product management

Pablo Casaubon  Mexico, France
Pablo.Casaubon.mba2017@said.oxford.edu
Iberoamericana University, Mexico, BComm
Languages: Spanish, French
Partner, Investo VC, Mexico and USA
Raised US$500k VC fund from family offices, other funds and high-net-worth individuals
Advised portfolio company CEOs and identified new investment opportunities
Led international commercialisation program between Coca-Cola company and 14 startups
CEO and Co-founder, PingStamp, Mexico
Co-founded, raising US$100k from VCs
Led recruitment of 22-member team and scaled company to 350+ clients across Latin America and an active user base of 150,000+
Directed financial and legal negotiations, and accomplished profitable sale of company
Digital Projects Leader, Mkt360, Mexico
Secured new business accounts including Nescafe and Puma, resulting in a 39% annual revenue growth for the agency
Directed team in Mexico, Argentina and India
Career interests
Investment banking; private equity; asset management; venture capital

Taylor Caso  USA
Taylor.Caso.mba2017@said.oxford.edu
New York University, USA, BSc (Hons) Media, Culture, and Communications
Integrated Supervisor, Deutsch Inc, USA
Led media team of four devoted to portfolio account to fulfill portfolio needs of 10 brands
Evaluated awareness models for growth opportunities and campaign development
Examined prioritisation of brands to recommend budget and channel allocations
Strategy Supervisor, OmnicomMedia Group, USA
Developed media approach for product launches to meet client objectives and annual spend of US$75m
Complete brand audit to ensure campaigns met consumer recruitment/retention goals
Presented to Global Brand President
Strategist, OmnicomMedia Group, USA
Presented product portfolio alignment with key consumers to initiate growth
Analysed competitor sales and media spends to ascertain category clutter and opportunities
Career interests
Brand management; luxury; consulting; strategy; business development

Erna Ceka  Albania
Erna.Ceka.mba2017@said.oxford.edu
University of Tirana, Albania, BA (Hons) Finance
Languages: German
General Manager, Prespa Invest Ltd, Albania
Revitalised real estate portfolio and reinvested retained earnings in industrial real estate; reduced market risk, increased asset turnover
Implemented an innovative energy generation system; increased efficiency and profitability
Restructured outstanding loans and reduced interest expense by 34%
External Consultant to the Procurement Department, Junik Ltd, Albania
Established a seven-step plan to increase profit; managed a team of 25 analysing financial and technical information
Initiated the first participation in an international procurement procedure; evaluated set criteria and guaranteed their completion
Formulated a cost reduction strategy increasing the cumulative net profit margin up to 2.6%
CFO, Tirana Expo Centre, Albania
Achieved departmental profit growth of 35.7%; led a team of 12
Career interests
Management analytics; financial advisory; public procurement; operation management
**Roy Chaaya Lebanon**

**Career interests**
- Portfolio management and private equity
- Strategy

**Languages:** Arabic, French

**Experiences:**
- **Manager, Corporate Finance, VM Marine International:**
  - Secured shipping loans of 75% LTV ratio (on average)
  - Managed a fixed income portfolio of US$260m as a front-office trader, recording a total return of 1.7% in 2015 (total profit: US$4.4m)
  - Managed yard’s legal, obtaining 15 awards worth US$300m+ from LMAA
  - Managed yard’s legal, obtaining 15 awards worth US$300m+ from LMAA

**Recognitions:**
- Recognition for Excellence Award – Area Vice President, PMI 2016

**Board Member, Red Planet Hotels Limited, Thailand:**
- Led a multi-cultural team in complex situation to deliver within tight deadlines

**Education:**
- **American University of Beirut, Lebanon, BA Business Administration:**
- **University at Buffalo, USA, BS (summa cum laude):**

**Contact:**
- **Roy.Chaaya.mba2017@said.oxford.edu**

**Roy Chaaya Lebanon**

**Career interests**
- Portfolio management; consumer goods; corporate strategy; management consulting; corporate affairs

**Languages:** Arabic, French

**Experiences:**
- **Manager, Corporate Finance, VM Marine International:**
  - Secured shipping loans of 75% LTV ratio (on average)
  - Managed a fixed income portfolio of US$260m as a front-office trader, recording a total return of 1.7% in 2015 (total profit: US$4.4m)
  - Managed yard’s legal, obtaining 15 awards worth US$300m+ from LMAA

**Recognitions:**
- Recognition for Excellence Award – Area Vice President, PMI 2016

**Board Member, Red Planet Hotels Limited, Thailand:**
- Led a multi-cultural team in complex situation to deliver within tight deadlines

**Education:**
- **American University of Beirut, Lebanon, BA Business Administration:**
- **University at Buffalo, USA, BS (summa cum laude):**

**Contact:**
- **Roy.Chaaya.mba2017@said.oxford.edu**

**Roy Chaaya Lebanon**

**Career interests**
- Portfolio management; consumer goods; corporate strategy; management consulting; corporate affairs

**Languages:** Arabic, French

**Experiences:**
- **Manager, Corporate Finance, VM Marine International:**
  - Secured shipping loans of 75% LTV ratio (on average)
  - Managed a fixed income portfolio of US$260m as a front-office trader, recording a total return of 1.7% in 2015 (total profit: US$4.4m)
  - Managed yard’s legal, obtaining 15 awards worth US$300m+ from LMAA

**Recognitions:**
- Recognition for Excellence Award – Area Vice President, PMI 2016

**Board Member, Red Planet Hotels Limited, Thailand:**
- Led a multi-cultural team in complex situation to deliver within tight deadlines

**Education:**
- **American University of Beirut, Lebanon, BA Business Administration:**
- **University at Buffalo, USA, BS (summa cum laude):**

**Contact:**
- **Roy.Chaaya.mba2017@said.oxford.edu**
Eduardo Chazan | Brazil, Italy

Eduardo.Chazan.mba2017@said.oxford.edu
University of São Paulo, Brazil, BSc (Hons) Economics
**Languages:** Portuguese, Russian

**Chief Financial Officer, HomeRefill, Brazil**
Managed strategic business plans, financial and tax strategies, human resources department and sales and operations planning
Conducted investment round valuing company at R$100m (US$28m)
Negotiated expansion to Saudi Arabia
**Analyst, BTO Pactual Asset Management, Brazil**
Evaluated and tracked interest rate operations in Latin America totalling US$1bn in exposure
Led restructuring of proprietary foreign investor accounts totalling US$3bn
**Interest Rate Trader, BR Partners, Brazil**
Ran proprietary government bonds and money market operations in treasury desk
Advised on clients' foreign exchange and fixed-income operations

**Career interests**
Entrepreneurship; technology; financial regulation; venture capital; social finance

---

Dihong Chen | China

Dihong.Chen.mba2017@said.oxford.edu
University of Sheffield, UK, BA Accounting and Financial Management
**Languages:** Mandarin, Cantonese

**Analyst, HSBC Global Banking and Markets, Hong Kong**
Interacted with over 40 Asia Pacific institutional clients by executing client orders, advising potential margin requirement, providing solutions on collateral inquiries
Coordinated with sales team on new OTC clearing business briefing sessions to potential clients; successfully developed seven new clients based in Hong Kong and mainland China

**CNY Rates Derivatives Sales, BGC Partners, Shanghai**
Handled six local securities and three foreign bank clients; sold professional intermediary services including inquiries, price quotations, pitching and trade match-making
Proven track record for market share occupied in Pingan and Guangfa Securities, ranked no.1 among five competitors for four consecutive months in 2014

**Career interests**
Capital markets; asset management; private banking

---

Zong Chua | Canada

Zong.Chua.mba2017@said.oxford.edu
University of British Columbia, BComm Finance

**Senior Financial Analyst, Intracorp Projects Ltd, Canada**
Analysed investment opportunities through detailed financial modelling on potential land acquisition opportunities
Structured and placed approx CA$450m of senior credit facilities and CA$85m of equity investments over 10 development projects
Developed creative capital structures to determine optimal project profitability and risk mitigation for projects
Trained and managed workflow allocation for a team of three financial analysts

**Real Estate Investment Analyst, ACM Advisors, Canada**
Performed analysis and underwriting of approx CA$200m of financing transactions for commercial real estate in Western Canada
Created investment recommendation packages and assisted in presentations to Investment Committees on new opportunities
Conducted due diligence analyses on potential borrowers and underwrote valuations on commercial real estate assets

**Career interests**
Private equity, investment banking, entrepreneurship, real estate

---

Mariya Chetyrkina | Russia
Mariya.Chetyrkina.mba2017@said.oxford.edu
Lomonosov Moscow State University, Russia, MS (Hons) Chemistry
**Languages:** Russian

**Associate Director, MSD, Russia**
Supervised team of four to determine funding options for new antibiotic
Developed reimbursement and pricing strategy for three new products
**Senior Specialist, MSD, Russia**
Designed, promoted and launched standard price approval process for six business units
Optimised prices quarterly for portfolio of 50 products leading to revenue growth by US$27m over two years

**Specialist, Janssen, Russia**
Implemented unified prices approval process for five CIS countries
Created business cases to substantiate pricing strategy for five new products

**Analyst, Janssen, Russia**
Managed deployment of CRM-analytics for team of 100 medical representatives

**Career interests**
Healthcare; strategy; social entrepreneurship

---

Azul Cimerman Sariego | Spain, USA

Azul.CimermanSariego.mba2017@said.oxford.edu
University of Edinburgh, UK, MEng Mechanical Engineering and Management
**Languages:** Spanish, French

**Nuclear Engineer Consultant, WS Atkins, UK**
Established piping design team of 15 to expand client's technical capability
Implemented design optimisation process estimated to save 30% in installation costs
Helped responsibility for interviewing and training newly recruited graduates and interns

**Nuclear Engineer, Electricité de France (EDF), France**
Managed 50m contract for design of a radioactive waste storage facility
Authored three regulatory submissions for obtaining infrastructure planning licences
Delivered yearly technical reviews on design progress to client's senior management

**Career interests**
Business strategy; technology; marketing; project finance
Ludovic Claude France, Cameroon

Pierre.Claude.mba2017@said.oxford.edu

Bournemouth University, UK, MA International Business Finance; INSEEC Paris, France, MSC Finance; CFA Level 1

Languages: French, Spanish

Pre-MBA Finance Intern, GGGI, UK

Organised logistics for GGGI’s annual conference in Addis Ababa, promoting Green Growth economic model to African Government

Pre-MBA IE Intern, Associate & Chief of Staff, Third Way Africa Partners, UK

Created strategies to achieve future enterprise integration on the Impact Investing space in Indian Ocean Africa

Languages:

Level 1

International development finance; impact investing; private equity; banking

Nicholas Clay UK

Nicholas.Clay.mba2017@said.oxford.edu

University of Nottingham, UK, MEng (Hons) Chemical Engineering

Senior Process Engineer, Amec Foster Wheeler, UK

Responsible for Process Engineering design development and delivery on North Sea gas platform modification projects

Role included managing two/three engineers and coordinating interdisciplinary workflow

Led Process team on a £25 million platform conversion project from client office

Process Engineer, Foster Wheeler, UK

Produced engineering deliverables on design projects across the refining, petrochemical and LNG industries

Performed technical sensitivity studies and modelling to select optimal plant configurations

Gained on-site experience at major UK petrochemical facilities

Career interests

Consulting; strategy; energy and resources; engineering; technology

Charlotte N Clune USA, UK

Charlotte.Clune.mba2017@said.oxford.edu

Yale University, USA, BA (Hons) History

Ideation Intern, Juxtapose, USA

Researchers targeted industries to drive venture capital firm’s development of market opportunity theses for new ventures

Associate, The Blackstone Group, USA

Advanced US$2bn hedge fund platform by defining build-out strategy for international expansion, procuring trademark protection, and analysing spin-out economics

Managed team of seven to innovate pricing strategy for US$30bn custom mandate platform

Executed initial strategy for US$40bn infrastructure investment business launch

Analyst, The Blackstone Group, USA

Executed platform structuring and growth strategy for US$2bn hedge fund launch

Launched over US$5bn of customised mandates

Structured equity, debt, and hard asset transactions for US$50bn opportunistic platform

Career interests

Venture capital; impact investing; strategy; art entrepreneurship

Kevin Coles Canada

Kevin.Coles.mba2017@said.oxford.edu

McGill University, Canada, BA Economics

Policy Analyst, Privy Council Office (Government of Canada, Canada)

Drove implementation of agenda and reported progress to the Prime Minister and Cabinet

Advised departments on infrastructure and climate change files

Fellow, McKinsey Global Institute, United States

Led project team researching and publishing report on how cities can adapt to demographic challenges

Performed economic modelling and analysis for report on global consumption growth

Business Analyst, McKinsey & Company, Canada

Identified US$250m in procurement savings for a US consumer goods manufacturer

Designed and analysed 10,000 household financial survey for US$1bn asset manager

Developed new pricing strategies at a Caribbean bank with US$1bn annual impact

Career interests

Civil service and government; corporate finance; management consulting; private equity; public finance

Erin Connors USA

Erin.Connors.mba2017@said.oxford.edu

University of Notre Dame, USA, BBA Accountancy

Senior Auditor, American Express Company, USA

Audited operational marketing and servicing risks in the company’s US$85bn consumer and corporate card business

Directed improvements to monitoring practices to ensure appropriate oversight of 20,000 global sales and customer service employees

Staff Auditor, American Express Company, USA

Identified potential customer harm in company’s marketing offer practices

Created reporting to executive management on status of 152 audits performed annually

Recipient of the American Express Audit Leadership Superior Performance Award

Audit Associate, PwC, USA

Executed quarterly and year-end audits of Fortune 100 insurance and investment company

Selected as an Associate Coach for new hires

Career interests

Business development; entrepreneurship; strategy; luxury; hospitality

Ben Corbett Australia

Benedict.Corbett.mba2017@said.oxford.edu

RMIT University, Australia, B International Business

Co-Founder, Tales, UK

Provide vision, leadership and strategic direction for disruptive talent acquisition and HR consulting technology business

Analyst, Halodoc, Indonesia

Conducted competitive and financial analysis of the Indonesian healthcare sector

Partner and SEA Director, PT GSC, Indonesia, Malaysia

Led South East Asia operations, covering business development, sourcing and execution of executive search projects across all seven key markets in the region

Responsible for 13 consultants engaged in projects across South East Asia

Grew revenue 30% YoY for five years

Managed hiring for an Indonesian and Australian Joint Venture of over 40 staff

Grew business from one to seven countries in the region

Career interests

Technology; HR consulting; talent acquisition; venture capital

Charlotte N Clune USA, UK

Charlotte.Clune.mba2017@said.oxford.edu

Yale University, USA, BA (Hons) History

Ideation Intern, Juxtapose, USA

Researchers targeted industries to drive venture capital firm’s development of market opportunity theses for new ventures

Associate, The Blackstone Group, USA

Advanced US$2bn hedge fund platform by defining build-out strategy for international expansion, procuring trademark protection, and analysing spin-out economics

Managed team of seven to innovate pricing strategy for US$30bn custom mandate platform

Executed initial strategy for US$40bn infrastructure investment business launch

Analyst, The Blackstone Group, USA

Executed platform structuring and growth strategy for US$2bn hedge fund launch

Launched over US$5bn of customised mandates

Structured equity, debt, and hard asset transactions for US$50bn opportunistic platform

Career interests

Venture capital; impact investing; strategy; art entrepreneurship

Nicholas Clay UK

Nicholas.Clay.mba2017@said.oxford.edu

University of Nottingham, UK, MEng (Hons) Chemical Engineering

Senior Process Engineer, Amec Foster Wheeler, UK

Responsible for Process Engineering design development and delivery on North Sea gas platform modification projects

Role included managing two/three engineers and coordinating interdisciplinary workflow

Led Process team on a £25 million platform conversion project from client office

Process Engineer, Foster Wheeler, UK

Produced engineering deliverables on design projects across the refining, petrochemical and LNG industries

Performed technical sensitivity studies and modelling to select optimal plant configurations

Gained on-site experience at major UK petrochemical facilities

Career interests

Consulting; strategy; energy and resources; engineering; technology

Charlotte N Clune USA, UK

Charlotte.Clune.mba2017@said.oxford.edu

Yale University, USA, BA (Hons) History

Ideation Intern, Juxtapose, USA

Researchers targeted industries to drive venture capital firm’s development of market opportunity theses for new ventures

Associate, The Blackstone Group, USA

Advanced US$2bn hedge fund platform by defining build-out strategy for international expansion, procuring trademark protection, and analysing spin-out economics

Managed team of seven to innovate pricing strategy for US$30bn custom mandate platform

Executed initial strategy for US$40bn infrastructure investment business launch

Analyst, The Blackstone Group, USA

Executed platform structuring and growth strategy for US$2bn hedge fund launch

Launched over US$5bn of customised mandates

Structured equity, debt, and hard asset transactions for US$50bn opportunistic platform

Career interests

Venture capital; impact investing; strategy; art entrepreneurship

Kevin Coles Canada

Kevin.Coles.mba2017@said.oxford.edu

McGill University, Canada, BA Economics

Policy Analyst, Privy Council Office (Government of Canada, Canada)

Drove implementation of agenda and reported progress to the Prime Minister and Cabinet

Advised departments on infrastructure and climate change files

Fellow, McKinsey Global Institute, United States

Led project team researching and publishing report on how cities can adapt to demographic challenges

Performed economic modelling and analysis for report on global consumption growth

Business Analyst, McKinsey & Company, Canada

Identified US$250m in procurement savings for a US consumer goods manufacturer

Designed and analysed 10,000 household financial survey for US$1bn asset manager

Developed new pricing strategies at a Caribbean bank with US$1bn annual impact

Career interests

Civil service and government; corporate finance; management consulting; private equity; public finance

Erin Connors USA

Erin.Connors.mba2017@said.oxford.edu

University of Notre Dame, USA, BBA Accountancy

Senior Auditor, American Express Company, USA

Audited operational marketing and servicing risks in the company’s US$85bn consumer and corporate card business

Directed improvements to monitoring practices to ensure appropriate oversight of 20,000 global sales and customer service employees

Staff Auditor, American Express Company, USA

Identified potential customer harm in company’s marketing offer practices

Created reporting to executive management on status of 152 audits performed annually

Recipient of the American Express Audit Leadership Superior Performance Award

Audit Associate, PwC, USA

Executed quarterly and year-end audits of Fortune 100 insurance and investment company

Selected as an Associate Coach for new hires

Career interests

Business development; entrepreneurship; strategy; luxury; hospitality

Ben Corbett Australia

Benedict.Corbett.mba2017@said.oxford.edu

RMIT University, Australia, B International Business

Co-Founder, Tales, UK

Provide vision, leadership and strategic direction for disruptive talent acquisition and HR consulting technology business

Analyst, Halodoc, Indonesia

Conducted competitive and financial analysis of the Indonesian healthcare sector

Partner and SEA Director, PT GSC, Indonesia, Malaysia

Led South East Asia operations, covering business development, sourcing and execution of executive search projects across all seven key markets in the region

Responsible for 13 consultants engaged in projects across South East Asia

Grew revenue 30% YoY for five years

Managed hiring for an Indonesian and Australian Joint Venture of over 40 staff

Grew business from one to seven countries in the region

Career interests

Technology; HR consulting; talent acquisition; venture capital
Brandon Crotty
USA

University of Colorado, Colorado Springs, USA, BS ( magna cum laude) Business (Major: Accounting; Minor: Finance)
Operations and Key Account Manager, Crofty Metal Products: Aerospace Manufacturing, USA
Managed relationship with Fortune 50 aerospace client, focusing on customer divisions in North America and South Asia
Directed cross-functional team of 14 while supervising business operations, including sales, accounting, purchasing and production
Collaborated with president in negotiations for capital asset acquisitions, negotiating with suppliers in Japan and USA
Production Manager, Crofty Metal Products: Aerospace Manufacturing, USA
Supervised 15 employees while managing production and prototyping operations
Orchestrated initiative to institute AS 9100, the Quality Management System for aerospace manufacturers
Organised plant expansions as Lead Project Manager
Career interests
Business development; strategy; aerospace; private equity

Yetunde Dada
South Africa

University of Pretoria, South Africa, BEng (Hons) Technology Management, BEng Mechanical Engineering
Data Product Manager, Barclays Africa Group Limited, South Africa
Created an omnichannel analytics strategy
Finalist in the 2017 Customer Insights CXA Awards for developed models and dashboard
Associate, Awethu Project, South Africa
Business advisory for 45 entrepreneurs, facilitated the hire of 57 people in six months
Led three system upgrades projects, presenting a 15% cost saving in IT
Consultant, Engineers Without Borders South Africa, South Africa
Designed and built a project portal for nine student chapters, to be used by 500 students
Setup a technical advisory board to assist student projects
Career interests
Entrepreneurship; venture capital; innovation strategy; consulting; social entrepreneurship

Mangal Dalal
India, UK Work Authorisation

Imperial College London, UK, BEng Computing
Languages: Hindi
Co-founder, Cellar Door Hospitality, India
Led strategy, brand creation, project management and methodical execution of five biannual digital culinary event brands; scaled to operate across six cities with 375+ restaurant partners; served >125,000 dinners at 47 events
Built partnerships with leading sponsor brands such as Citi, Amex, Pernod Ricard and Uber
Executed diverse consulting projects, including a private chef service, TV production and P&D
Career interests
Strategy; entrepreneurship; impact investing; consulting; technology; healthcare (nutrition)

Jeeban Das
India

IG Patel University, India, MBA; NIT Jamshedpur, India, BSc (First Class with Distinction) Mechanical Engineering
Languages: Hindi, Oriya
Vice President, Govt Banking, Yes Bank Ltd, India
Set up the Government Banking business for the state of Telangana; recruited and led a team for IBD and portfolio management
Structured, negotiated and closed deals of US$300m, generated income of US$0.9m
Promoted three times within five years of joining
Asst Vice President, Mid Corporate, Yes Bank Ltd, India
Successfully closed credit appraisals, financial models, sanction & disbursement of US$10m
Managed stressed assets of US$10m
Asst Vice President, SME, HSBC, India
Sourced and managed new-to-bank working capital and trade finance relationships
Manager, SME, ICICI Bank, India
Acquired and managed working capital and project finance loans of US$10m
Career interests
Corporate banking; private equity; management consulting; business development

Charli De Jager
South Africa

Nanyang Technological University, Singapore, BEng (Hons) Electrical and Electronic Engineering; GPA Institute, Chartered Financial Analyst
Languages: Mandarin
Assistant Vice President, Credit Suisse AG, Singapore
Led team of four covering product control for global CVA and APAC structured business
Performed monthly calculation of balance sheet write-downs for claims over US$140m
Collaborated with projects team to on-board control processes for APAC Structured business
Worked with CVA COO to conduct monthly Profit and Loss allocation to 81 individual business clusters and 15 entities globally
Senior Analyst, Credit Suisse AG, Singapore
Conducted risk based analysis of P&L, for Singapore and Korea rates trading desks, with annual revenue of over US$160m
Designed new control process for Korea and Singapore Branch trading desk
Career interests
Investment banking; private equity; asset management; corporate finance; strategy

Xin Deng
China, Singapore Work Authorisation

Nanyang Technological University, Singapore, BEng (Hons) Electrical and Electronic Engineering; GPA Institute, Chartered Financial Analyst
Languages: Mandarin
Assistant Vice President, Credit Suisse AG, Singapore
Led team of four covering product control for global CVA and APAC structured business
Performed monthly calculation of balance sheet write-downs for claims over US$140m
Collaborated with projects team to on-board control processes for APAC Structured business
Worked with CVA COO to conduct monthly Profit and Loss allocation to 81 individual business clusters and 15 entities globally
Senior Analyst, Credit Suisse AG, Singapore
Conducted risk based analysis of P&L, for Singapore and Korea rates trading desks, with annual revenue of over US$160m
Designed new control process for Korea and Singapore Branch trading desk
Career interests
Investment banking; private equity; asset management; corporate finance; strategy
**Jo Dennis**

**UK**

University of Reading, UK, BEng (Hons) Mechanical Engineering

**Sales Director, Flowstore Systems Ltd, UK**

Led all commercial activities and team of 14 across nine countries, for sales of £55m reported directly to CEO.

Developed and delivered strategy for increasing turnover by 100% and operating profit by 300% between 2011 and 2015.

Member of Senior Leadership Team, advising on strategy, policy, protocol and procedure, and directing lean manufacturing workshops.

Closed contracts with global manufacturers; Toyota, GM, Ford, Airbus, GE, Honeywell.

**Business Development Manager, Flowstore Systems Ltd, UK**

Established international network of eleven partner businesses, negotiating major supply contracts across five continents.

Created Excel VBA costing and stock control tools delivering 40% saving in admin processes.

Introduced CAD software to reduce design proposal time by 65%, increasing sales by 35%.

**Career interests**

Entrepreneurship; operations; manufacturing; technology; consulting.

---

**Eamon Devlin**

**USA**

Michigan State University, USA, BS (High Hons) Environmental Studies and Sustainability (Minors: Environmental Economics and Policy)

**Writer and Contributor, Great Lakes Echo, USA**

Published 18 journal articles on environmental issues around the Great Lakes.

Synthesised scientific, legal and political writing.

Worked under tight deadlines for publications.

**National Air Program Assistant, US Forest Service, USA**

Led construction of new app.

Synthesised fichin research for new handbook.

Created educational display for outreach.

**Student Teaching Assistant**

Graded and assisted with class assignments.

Developed new demonstrations for class.

Taught portions of lectures.

**Career interests**

Corporate sustainability; environmental management; corporate foundations; sustainability NGOs; risk management.

---

**James Dickson**

**New Zealand, UK**

Oxford University, UK, MSc Evidence-Based Social Intervention and Policy Evaluation; Diplomatic Academy of Vienna, Austria, MA International Affairs; Institut d'Etudes Politiques de Strasbourg, France, Diplôme EU Law and Politics

**Languages:** French, German, Mandarin Chinese

**Strategic Planning Officer, United Nations, Austria**

Advised on development of programmes in promotion of rule of law, justice, and security (c. US$300m annual budget).

Produced and implemented framework for improved evidence-based programming.

Assessed options for monitoring sustainable development goals.

**Strategy Consultant, International Atomic Energy Agency, Austria**

Redesigned analytical framework for delivery of technical assistance to developing countries (c. US$30m annual budget).

Analysed IAEA's portfolio for application of science and technology solutions for sustainable development challenges.

**Career interests**

Consulting; social impact; social finance.

---

**Merve Donmez**

**Turkey**

Koc University, Turkey, Double Major in Economics and Business Administration

**Languages:** Turkish

**Investment Banking Analyst, UBS, Turkey**

Developed pitch books for UBS global clients, highlighting potential entry points in the market.

Prepare project-related documents, including teasers and reports on sectors and Turkey’s political environment.

Participated in site visit to hydroelectric power plant in Turkey with UBS client from Malaysia.

**M&A Advisory Associate, Deloitte, Turkey**

Participated in M&A and valuation projects in various sectors.

Prepared marketing documents including teasers, extended teasers and information memorandum.

Managed data room and coordinated transportation-related processes on site-visit transactions.

**Debt Finance Intern, HSBC, Turkey**

Conducted financial analyses for different companies to evaluate their financial status by reviewing annual reports.

**Career interests**

Investment banking, private equity; corporate finance; entrepreneurship.

---

**Sam Duffy**

**Ireland, Canada**

University College Dublin, Ireland, BComm (Hons) Accounting

**Business Manager, Pcubed, UK**

Accountable for a business unit within a global management consultancy firm; running development, resourcing, deployment and oversight for multiple client accounts.

Measurably increased account revenue growth through engaging new clients and building relationships; led commercial discussions.

**Senior Consultant, Pcubed, UK**

Directed multiple stakeholders during a £2bn global outsourcing programme for a major bank.

Strategically reorganised a nuclear energy company’s 200 project portfolio.

**Project Manager, ES Global Ltd, UK**

Managed project delivery operations for a supplier, to the Olympics and FIFA, of major temporary competition venues and overlay.

Responsible for project budgets and contract delivery; led teams of 12–16 and coordinated teams of 80–120.

**Career interests**

Venture capital; general management; operations; private equity.

---

**Nikhil Dugal**

**India**

New York University, USA, BA Economics

**Languages:** Hindi

**Founder and CEO, Aadhan Infrastructure Pvt Ltd, India**

Coordinated marketing, finance, product design, manufacturing and field operations as well as client management.

Built infrastructure for NGOs, schools, businesses and the Indian Government.

Represented Aadhan at investor showcases, business competitions and on national TV.

Helped train over 200 children in rural India, recycled over 20 tons of steel and saved over 44,000 KwH of energy.

**Policy Associate, IFMR LEAD, India**

Responsible for drafting, reviewing and editing material for IFMR LEAD’s policy impact work.

Awarded grant to undertake independent study on 470 households in Tamil Nadu.

Oversaw policy research with sample of 200 branches from 10 microfinance institutions.

**Career interests**

Impact investing; environment; development banking; renewable energy; social entrepreneurship; sustainability; research.

---
Entrepreneurship; international development

Career interests
and external communications

Strategic Communications Plan
Contributed to development and execution of 2017
Analysed and presented quantitative and qualitative data to
Lebanon
Supporting advisors to PM, implementing initiatives to
Intern, Office of PM Saad Hariri, Lebanon
Organised 21 events in Lebanon, generating over US$1.8m
Co-founded Sports and Events Management agency (Age
Lebanon

Languages:
Arabic

New York University, USA, BS Sports Management

Hadi El-Hibri
USA

Co-founder and Managing Partner, VII Management,
Lebanon

Languages: Arabic

Co-founded Sports and Events Management agency (Age
17); directed startup, structuring, and strategy for company
Organised 21 events in Lebanon, generating over US$1.8m
in total revenue
Oversaw finances, operations, PR for events
Intern, Office of PM Saad Hariri, Lebanon
Supported advisors to PM, implementing initiatives to
promote innovation, technology and entrepreneurship in
Lebanon
Analyzed and presented quantitative and qualitative data to
PM and advisors
Communications Assistant, United Nations Development
Programme, Lebanon

Contributed to development and execution of 2017
Strategic Communications Plan.
Assisted UNDP Communications Director with all internal
and external communications

Career interests
Entrepreneurship; technology; strategy; social
entrepreneurship; international development

Sam Edge
UK

Sam.Edge.mba2017@said.oxford.edu

Institute of Chartered Accountants of Scotland, UK, Chartered
Accountant; University of Exeter, UK, BA History

Founder, How Busy Now, UK

Founded online pricing and communication platform for
hospitality and fitness clients

Managing Director, Leading Edge Advisors, UK

Heads operating model design across finance, risk and
treasury, managing 15 staff across nine countries
Implemented cost savings of £3m per annum through
offshoring and process automation

Developed credit risk models for IFRS 9

Manager, EY, UK

Led a team of consultants in the divestment of TSB Bank
from LBG and associated IPO

Managed independent business reviews for debt
restructurings

Managed financial audits of global FS clients

Strategic review of a non-core banking division

Career interests
Venture capital, entrepreneurship, private equity, corporate
finance

MBA PROFILE CLASS 2017/18 | WWW.SBS.oxford.EDU
Lisiate Fifita  
Australia, Tonga  
Lisiate.Fifita.mba2017@said.oxford.edu

University of Sydney, Australia, BEng, Civil (Geotechnical)  
Management Consultant, KPMG, Australia  
Optimised speed to market and speed to clear for new and retiring SKU’s of an FMCG through redesigned process flows – delivered 11% reduction in process FTE and 27% reduction in process activities  
Developed and implemented an AUD50m IT solution, to commercially assure all contractors’ payments for an Australian telecommunications firm  
Developed a labour cost-to-serve model for an FMCG wholesaler, enabling it to better negotiate pricing with its major customer groups  
Geotechnical Engineer, Glencore, Australia  
Assessed and validated the unique geotechnical opportunity of dumping high sulphur waste on tailings to optimise truck haulage routes  
Developed unique VBA and MATLAB scripts to optimise route optimisation  
Career interests  
Private equity; corporate finance; management consulting

Sandra Fisher-Martins  
Portugal  
Sandra.FisherMartins.mba2017@said.oxford.edu

INDEG Business School, Portugal, PGCert Entrepreneurship; University of Lisbon, Portugal, Psychology BSc  
Languages: Portuguese  
Founder and CEO, Português Claro, Portugal  
Founded pioneering social venture to improve access to rights and opportunities for 8m low-literacy people by helping businesses and government agencies communicate clearly  
Led team of nine to deliver communication projects for 100+ organisations  
Placed Clear Language on the Portuguese political agenda, leading to 30+ government initiatives  
Psychologist, SCML, Portugal  
Coordinated an occupational stress audit of 3,500 workers with 90% response rate  
Launched a staff counselling service to address stress-related issues  
Psychological Therapist, NHS, UK  
Provided solution-focused therapy at 12 GP practices, managing a caseload of 45 adults  
Career interests  
Social entrepreneurship; impact investing; development work

James Flynn  
Canada  
James.Flynn.mba2017@said.oxford.edu

University of Oxford, UK, MSc Contemporary Chinese Studies; University of Toronto, Canada, BA (Hons) Economics and Political Science  
Languages: French  
Executive Director, Code NL, Canada  
Developed policy changes with government  
Led 3D coding lessons and technology lectures  
Managed a team of 150 volunteers  
Online Editor, Varsity Publications, Canada  
Increased Facebook engagement by 65%  
Attracted 1m annual page views  
Managed award-winning website redesign  
Program Assistant, SHAD Network, Canada  
Conducted seminars on investing in equities  
Mentored students on social enterprises  
Assisted in delivery of month-long programme  
Career interests  
Asset management; equity research; portfolio management; private equity; venture capital

Amanda Forman  
USA  
Amanda.Forman.mba2017@said.oxford.edu

Florida Atlantic University, USA, BS Biological Sciences (summa cum laude)  
Program Director, NCF, USA  
Directed nine-month course equipping leaders to use work platform for good. 600+ alumni (50%+ C-suite and business leaders)  
Developed partnership with business leaders and Broward County Schools, improving morale among 393 teachers and >6k students  
Enlisted and trained cross-sector team of 20+ executives to implement curriculum  
Crafted and executed agenda flow at monthly events in addition to authoring and building handouts and presentations.  
Strategic Analyst, Egbe Hospital, Nigeria  
Analysed procedures and devised recommendations for system overhaul  
Designed and activated sanitisation plan, improving safety for 100+ staff in 75-bed multi-service complex  
Leadership Team, Global Encounters, USA  
Created five curriculums used by 20+ teams on six continents to teach values to 14k children  
Career interests  
Social entrepreneurship; sustainability; innovation strategy; impact investing

Charlie Forrest  
UK  
Charlie.Forrest.mba2017@said.oxford.edu

Durham University, UK, MEng Aeronautical Engineering  
Analyst, BMO Global Asset Management, UK  
Strategic business development work for head of the US$1bn AUM investment floor  
Ranked no. 1 in front office analyst intake, with three job offers from five investment desk rotations  
Consultant, Thomson Fraser Group, UK  
Part-time modelling and deal structuring for start-up and real estate investments up to US$25m  
Awarded a US patent developing technology for a geolocation start-up  
Graduate Engineer, Lloyd’s Register, UK  
Engineering leadership development scheme  
Achieved Chartered Engineer (CEng) status  
Officer, British Army  
Afghanistan, West Africa and Middle East  
Service with UK Special Forces  
Career interests  
General management; business development; private equity; consulting; frontier markets

John Forristal  
USA  
John.Forristal.mba2017@said.oxford.edu

Marquette University, USA, BA, (Double Major: Political Science and Public Relations)  
Account Supervisor, MSLGROUP, USA  
Delivered strategic communications counsel to two foreign sovereign clients  
Executed Congressional outreach strategies for Minister-level diplomatic delegations  
Streamlined account management to save agency more than US$800k  
Senior Account Exec, MSLGROUP USA  
Developed and led messaging presentation delivered to 70+ diplomats  
Laid multi-faceted legislative and public affairs campaigns with more than 12 external firms  
Account Exec, MSLGROUP, USA  
Coordinated all aspects of agency’s largest account, including client relations, media relations, grassroots and digital outreach  
Assistant Account Exec, Mueller Communications, USA  
Provided media and public affairs for national clients focused on a local market  
Career interests  
Managing consulting; business strategy; marketing strategy; public private partnerships
**Shogo Fujita**  
Japan  
Shogo.Fujita.mba2017@said.oxford.edu  
Kansai University, Japan, BA History  
Languages: Japanese  
**Director, Daiwa Securities, Japan**  
Specialised in retail and consumer products/PE funds and advised on numerous high-profile M&A and equity financing deals  
Led risk’s Consumer Distribution Finance launch and operation financing US$2bn to major department store in Mexico  
Managed >US$5m factoring portfolio  
**Business Manager, Banamex**  
Conducted credit programs for gas stations and Pemex’s suppliers, targeting >200 new-to-bank customers  
Supervised commercial banking credit portfolio comprised of 44 business offices  
**Career interests**  
Private equity; M&A; asset management; hedge fund; entrepreneurship  

---

**Kazu Funayama**  
Japan  
Kazu.Funayama.mba2017@said.oxford.edu  
The American University in Cairo, Egypt, BA (Hons) Arts (Major: Business; Minor: Economics)  
Languages: Arabic  
**Management Consultant, Freelance, Egypt**  
Developed ‘size of prize’ and launch plan for Solar Home Systems in Egypt  
Recommended and implemented scaling strategies driving a +30% monthly growth for a startup, doubling valuation and securing seed investment from global VC  
**Regional Category Leader, P&G, Egypt**  
Led portfolio and P&L of 7 brands in 7 countries  
**Highest topline (+18%) and bottom line (+35) growth in MEA**  
**Regional Direct to Consumer and Strategic Alliances Leader, P&G, Egypt**  
Rebuilt the Direct to Consumer and Strategic Alliances function  
Best cost optimisation in CEEMEA (+50% and +30% ROI in two years)  
**Regional Brand Manager, P&G, Lebanon**  
Led portfolio and P&L of 3 brands in 5 countries  
**Fastest topline (+25%) and bottom line (+35) growth in CEEMEA**  
**Career interests**  
Management consulting; product management; social entrepreneurship; technology  

---

**Dongliang Fu**  
China, Singapore  
Dongliang.Fu.mba2017@said.oxford.edu  
Nanyang Technological University, Singapore, PhD Materials Science; Zhejiang University, China, BE Polymer Science  
Languages: Mandarin  
**Founder, SensorCafe, Singapore**  
Created technical platform for gas sensor projects, which helped complete two projects and continues to serve for related projects  
**Senior Engineer, GLOBALFINDORIES, Singapore**  
Implemented new plan for chemical vapour deposition, reducing pilot run processing time by 50%  
**Career interests**  
Technology; entrepreneurship; management consulting; strategy  

---

**Luke Friesen**  
Canada  
Luke.Friesen.mba2017@said.oxford.edu  
University of British Columbia, Canada, BSc Civil Engineering  
**Project Manager, Norland Limited, Canada**  
Led specialised teams to safely construct foundations for high-rise apartments  
Oversaw full life cycle of 15 projects valued up to US$1.5m – including estimating, bidding, contract negotiation, and operations  
Improved margins by 20% by training foremen to track costs, and empowering their judgment  
**Project Engineer, Peter Kiewit Infrastructure Co, Canada**  
Responsible for final traffic configuration on the world’s widest bridge, valued at US$3.0bn, managed eight operations with 40 construction personnel, valued at US$80k per shift, facilitated crew management mediation over corporate safety standards  
**Structural Engineer Intern, IDOM Consulting Engineering Architecture, Spain**  
Worked with local engineers to translate, write and present bid documents for projects in Spain and Saudi Arabia  
**Career interests**  
Sustainability, entrepreneurship, consulting; strategy  

---

**Luke Fort**  
Mexico  
Luke.Fort.mba2017@said.oxford.edu  
Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Mexico, BA Economics  
**Languages:** Spanish  
**CFO, CAFI Group, Mexico**  
Created the finance area improving working capital, cost savings and debt usage  
Implemented investment committee to encourage better decision-making  
**Analyst, Daiwa Securities, Japan**  
Organised and directed an intensive training program for new IBD staff on corporate finance, M&A and underwriting  
**Associate Director, Daiwa Securities, Japan**  
Led team of 10+ analysts to articulate Japan’s standpoint for G20/G7 ministerial meetings  
**Director, Daiwa Securities, Japan**  
Planned strategies for financial contribution to the IMF for G20/G7 ministerial meetings  
**National Tax Examiner, National Tax Agency, Japan**  
Oversaw 150+ taxpayers for income tax return  
Inspected 10 companies for tax evasion and increased tax revenues by US$0.2m  
**Section Chief, Ministry of Finance, Japan**  
Led team of 10+ analysts to articulate Japan’s standpoint for G20/G7 ministerial meetings  
Planned strategies for financial contribution to the IMF worth US$4.0bn  
**Official, Ministry of Finance, Japan**  
Directed daily auctions of Japanese Government Bonds amounting to US$4.9bn  
Designed an annual JGBs issuance plan amounting to US$1.7bn  
**Career interests**  
Social entrepreneurship; impact investing; development banking; civil service and government  

---

**Hossam Gadallah**  
Egypt  
Hossam.Gadallah.mba2017@said.oxford.edu  
The American University in Cairo, Egypt, BA (Hons) Arts (Major: Business; Minor: Economics)  
Languages: Arabic  
**Management Consultant, Freelance, Egypt**  
Developed ‘size of prize’ and launch plan for Solar Home Systems in Egypt  
Recommended and implemented scaling strategies driving a +30% monthly growth for a startup, doubling valuation and securing seed investment from global VC  
**Regional Category Leader, P&G, Egypt**  
Led portfolio and P&L of 7 brands in 7 countries  
**Highest topline (+18%) and bottom line (+35) growth in MEA**  
**Regional Direct to Consumer and Strategic Alliances Leader, P&G, Egypt**  
Rebuilt the Direct to Consumer and Strategic Alliances function  
Best cost optimisation in CEEMEA (+50% and +30% ROI in two years)  
**Regional Brand Manager, P&G, Lebanon**  
Led portfolio and P&L of 3 brands in 5 countries  
**Fastest topline (+25%) and bottom line (+35) growth in CEEMEA**  
**Career interests**  
Management consulting; product management; social entrepreneurship; technology
Pradeep Gangadharaiah India
Pradeep.Gangadharaiah.mba2017@said.oxford.edu

SUNY Buffalo, USA, MSc Computer Science; NIT Surathkal, India, BEng (Distinction) Information Technology; CFA Level 1

Senior Project Lead, Bloomberg LP, USA
Oversaw portfolio trade execution process, facilitating >$US200bn trading volumes per day
Developed and maintained senior level client relationships with key clients (asset managers)

Project Lead, Bloomberg LP, USA
Advised over 50 financial firms on use of Bloomberg's security and market analytics
Co-founded initiative to build buy-side order management system with risk/P&L monitoring

Financial Engineer, Bloomberg LP, USA
Implemented proprietary valuation and credit models utilised by 500+ financial firms globally
Incorporated a portfolio optimiser into Bloomberg portfolio management system

Architected a low latency market data feed; reduced data decoding time from few milliseconds

Career interests
Asset management; equity research; credit analysis; sales and trading; financial advisory

Teshil Gangaram Mauritius, Singapore
Teshil.Gangaram.mba2017@said.oxford.edu

National University of Singapore, Singapore, BEng (Hons) Mechanical Engineering
Languages: French

Outdoor Instructor, Outward Bound Singapore, Singapore
Achieved a rating of above 97% for programme delivery effectiveness
Chaired Instructor Graduation Challenge and supervised team to test and pioneer new activities

Co-Founder, Exotic Escapade Pte Ltd, Singapore
Devised and implemented automated processes to reduce manpower overheads
Pioneered new expeditions by establishing key partnership in nine different countries

Mechanical Engineer, Portek Systems & Equipment Pte Ltd, Singapore
Completed a six-month project (US$262k) in Egypt with 15 people, two months early
Built strong relationship with customers in Egypt to secure new contract of US$110k

Career interests
Education; entrepreneurship; social entrepreneurship

Christopher Ganss USA
Christopher.Ganss.mba2017@said.oxford.edu

University of St Andrews, UK, MA (Hons) Applied Economics

Risk Management Program Associates, GE Capital, USA
Risk Planning and Initiatives (1st Rotation) – developed division-wide project tracking capabilities; established process for risk team leaders to provide monthly updates to CRO and senior leadership; worked closely with team leader to jump in and drive execution on projects throughout the risk group

Asset Liability Management (2nd Rotation) – developed reporting package to track derivatives trades on a weekly basis; assisted in identifying and submitting FX hedges around translation and re-measurement risk

Capital Management (3rd Rotation) – calculated model uncertainty buffer required for economic capital models on a quarterly basis; rebooted process for tracking economic capital feeder models; reviewed business unit products and associated economic capital ramifications

Career interests
Business strategy; private equity; banking; sports management; entrepreneurship

Andi Garavaglia USA
Andi.Garavaglia.mba2017@said.oxford.edu

Stetson University, USA, BA (Major: Psychology; Minor: Marketing)

Manager Retail Sales and Marketing, National Hockey League (NHL), USA
Negotiated retail partnerships, directed operations at all US NHL events, exceeded profit targets of more than US$1m annually
Innovated new media campaigns in geo-targeting (200k+ hits) and VR (11m PR impressions) with key retailer partners

Languages:
Hindi

Account Executive, Brighton Agency, USA
Led turnaround for P&G Pet Care website, sold content management system worth incremental US$150k, delivered in less than two weeks
Developed agency's first philanthropic initiative, awarded for website design & PR, resulted in adoption of 15 long-tailened shelter animals

Sales and Audit Intern, Brown & Brown Insurance, USA
Developed digital risk repository, enhanced internal audit efficiency, accuracy at 190 offices

Career interests
Consulting; technology; retail; marketing; sports

Raveena Garg India
Raveena.Garg.mba2017@said.oxford.edu

National Institute of Technology, India, BTech Electrical Engineering
Languages: Hindi

Electrical Engineer, Ingersoll Rand, India
Drove design and development of electrical components to revamp the existing transport refrigeration truck line
Collaborated with 15+ cross-functional members to check feasibility and launch of new hybrid transport refrigeration products

Design Engineer, Ingersoll Rand, India
Responsible for resolving sustenance and Q/R issues for five refrigeration products in US and Europe market; prevented US$60m revenue loss

Managed supplier rationalisation strategy for Trane Products to reduce production cost by 20%, overseeing a budget of US$175k

Conceptualised universal testing program
Trained 25 engineers on business operations systems and subsystem engineering

Graduate Engineer, Ingersoll Rand, India
Led customised design for 90% of the compressor market to generate 200K revenue

Career interests
Consulting; corporate strategy; business development; operations; social entrepreneurship

Ariane Garside Australia, Croatia
Ariane.Garside.mba2017@said.oxford.edu

University of Melbourne, Australia, JD, BA Anthropology and Social Theory

Product Development Team, Quantcast, San Francisco
Design and conduct in-depth qualitative market research on internet end users, in response to EU data privacy regulations
Brainstorm and collaborate on innovative data privacy design solutions for publishers and marketers

Solicitor, Herbert Smith Freehillis, Australia
Collaborated with 10+ legal teams to develop and execute legal strategies on time-pressured commercial disputes worth over AU$1bn

Designed innovation and efficiency frameworks for adapting legal practices to emerging technologies such as machine learning

Volunteer, Adara Group, Australia
Launched business-for-purpose client advisory platform

Career interests
Innovation and technology strategy; legal services; entrepreneurship; social enterprise and international development; brand management
Riccardo Gasparini Italy

University of Parma, Italy, MEing (Hons) Electronic Engineering, BEng (Hons) Electronic Engineering

Languages: Italian

Project Manager, Clevertech, Italy

Managed projects valued £500k-£2m for companies worldwide

Conducted customer relations over project timeframes for technical and financial questions

Ensured financial profitability greater than 30% for each project

Process Engineer, GlaxoSmithKline, Italy

Assured maintenance tasks were carried out to meet production targets

Prepared performance qualification protocols for manufacturing processes

Technical Expert in Project Management, Eggtronic, Italy

Designed and implemented electronic products to be sold in North America

Introduced a set of procedures to ensure products were safe, reliable and of good quality

Career interests

Corporate finance; mergers and acquisitions; financial advisory; private equity; investment banking

Jun Ge China, United States Work Authorisation

University of Wisconsin-Madison, USA, JD, LLM

Languages: Mandarin

Investment Advisory Legal and Compliance Senior Analyst, AIG Advisor Group, New York, United States

Worked with CCO to oversee legal and compliance matters for 6,000 advisors in asset management and private wealth management (with US$160bn AUM)

Attorney, Foley & Lardner LLP, New York, United States

Represented US$442m share placement of Sinopharm, the largest healthcare products distributor in China

Career interests

Corporate finance; mergers and acquisitions; private equity; asset management; entrepreneurship

Chrysanthe Georgiou South Africa, EU Work Authorisation

University of Pretoria, South Africa, BCom Hons Accounting Sciences. (Major: Accounting (Distinction), Finance, Tax, Audit)

Languages: Greek

Fund Financial Controller, Palmer Capital Partners, London, United Kingdom

Forecasted cash flows, calculated returns of UK real-estate fund of £320m

Prepared quarterly NAV statements reporting fund financial performance of £115m fund

Assessed debt covenants; liaised with bank advisors and KPMG on financial due diligence of new investment acquisitions

Audit Senior, Deloitte, New York

Led teams of nine; reviewed estimates of US$954m environmental liability; audited revenue streams

Managed and reviewed deliverables; identified risks and mitigated controls

Audit Senior, Deloitte Pretoria, South Africa

Lead teams of ~10 on audits in real estate, mining, telecommunications, logistics, manufacturing, pension funds

Career interests

Impact investing; asset management; private equity; corporate finance

Alexey Gevlich Russia

Ufa State Petroleum Technological University, Russia, Specialist, Automation Engineer

Languages: Russian

Senior Project Coordinator, Mitsui & Co Ltd, Russia–Japan

Navigated commercial due diligence and market entry plan for leading textile company with total CAPEX >US$400m

Initiated import of acrylic monomers from Japan to local paint producers, with total annual volume of 1,500 tons or ~20% of total import in 2015

Sourced and initiated project for investment in production and annual off-take of 350,000mt of methanal from Kazakhstan, valued at US$105m

Analyst, Gazprom Nefttechkim Salavat, Russia

Directed team of three specialists, in depth research and preparation of materials for discussion and further approval of US$3bn operational improvement programme

Completed roll-out of first phase of SINE internal improvement project with total economic effect of US$7bn for 2012

Career interests

Consulting; marketing; strategy; project management; technology; business development

Arber Gjoka Albania, EU Work Authorisation

Bocconi University, Italy, MSc Finance; Tor Vergata University, Italy, BA Economics

Languages: Italian

M&A Associate, UniCredit, Italy

Origination-to-execution of M&A, capital markets, investments, JVs, partnerships

Structured, negotiated and executed the sale of Pioneer Petrochemicals (64bn transaction)

Strategic assessment and execution of Fineco 30% stake divesture (£1bn transaction)

Capital Management Associate, UniCredit

Strategic initiatives on group-wide capital planning, allocation and optimisation

Cross border projects on financial sector regulation: B3, CRD4, BRRD, Solvency2

Set-up of group capital optimisation framework: €500m+ capital savings achieved

Strategic Planning Analyst, UniCredit

Support definition and execution of group-wide business strategy and financial targets

Strategic review of main business lines: retail, private, SME, corporate, IB

Career interests

Private equity; hedge fund; venture capital; fintech; strategy; entrepreneurship

Steffi Goh Singapore

University of Wisconsin-Madison, USA, JD, LLM

Languages: Mandarin

Fund Financial Controller, Palmer Capital Partners, London, United Kingdom

Forecasted cash flows, calculated returns of UK real-estate fund of £320m

Prepared quarterly NAV statements reporting fund financial performance of £115m fund

Assessed debt covenants; liaised with bank advisors and KPMG on financial due diligence of new investment acquisitions

Audit Senior, Deloitte, New York

Led teams of nine; reviewed estimates of US$954m environmental liability; audited revenue streams

Managed and reviewed deliverables; identified risks and mitigated controls

Audit Senior, Deloitte Pretoria, South Africa

Lead teams of ~10 on audits in real estate, mining, telecommunications, logistics, manufacturing, pension funds

Career interests

Impact investing; asset management; private equity; corporate finance
Chenzhuo Gong  China

Chenzhuo.Gong.mba2017@said.oxford.edu

University of Oxford, UK, MSc Social Science of the Internet; University of Fudan, China, BA (Hons) International Politics

Languages: Chinese

Corporate Fundraising Summer Intern, UNICEF, China

Completed in-depth due diligence research over 22 companies in two months.

Trainee, UNESCO, Tanzania

Drafted 40+ project documents, managed relationships with 30+ radio partners

Led a team of six to create a 41-page office brochure, received a consultant job offer.

Summer Business Analyst, Tencent, China

Devised 46-slide market entry strategies for releasing mobile games in US and Europe

Directed primary market analysis on emerging markets (eg Taiwan, Hong Kong and India).

Part-time Assistant, The Boston Consulting Group, China

Joined a 12-week consumer goods case, conducted research and field interviews, obtained in-depth data of 20+ competitors

Career interests

Impact investment; consulting; non-profit; social entrepreneurship; technology

Andrea Gonzalez-Negron  Peru

Andrea.GonzalezNegron.mba2017@said.oxford.edu

University of Oxford, UK, MSc Economics for Development, MSc Latin-American Studies; Maastricht University, Netherlands, BSc (Hons) Economics and Business Economics

Languages: Spanish, German

Co-Founder and CEO, SALTO PERU, Peru

Led a 13-member team and formulated strategy of business facilitation and consulting social enterprise

Developed partnerships and raised funding for projects benefiting 300+ low-income micro-entrepreneurs and 120+ university students

Raised funding through consultancy projects conducting strategy analysis for production and sales expansion for medium-sized enterprises

President, United Netherlands Foundation, Netherlands

Led an eight-member team and 50+ volunteers, reaching 400+ beneficiaries

Administered €150k budget, managed capital in accordance to strategy and devised a new compensation policy

Career interests

Consulting; strategy; technology; banking and finance

Caroline Gordon  UK, New Zealand

Caroline.Gordon.mba2017@said.oxford.edu

University of Otago, New Zealand, BDS

Sierra Leone Oral Health Project, Rising Academies Network, Sierra Leone

Initiated and single-handedly conducted an oral health survey and need analysis across a group of schools

Designed and delivered healthcare and nutrition education to 300 students, donating oral hygiene equipment

Leading ongoing international collaborative project

Associate Dentist, The Fono Health Social Services, New Zealand

Provided dental care to disadvantaged communities, including those with HIV, refugees, and patients with psychiatric illness

Managed and implemented overhaul in practice infection prevention and control procedures in response to changes in legislation

Led successful audit of radiation safety standards and procedures as Chief Ionsing Radiation Officer

Career interests

Consulting; healthcare; impact investing; medical innovation; social entrepreneurship

Stuart Grondel  South Africa

Stuart.Grondel.mba2017@said.oxford.edu

University of Cape Town, South Africa, BSc Mechanical Engineering

Languages: Afrikaans

Packaging Mechanical Superintendent, AB InBev, South Africa

Led team of 13 artisans in daily problem-solving via brainstorming and other frameworks

Completed business cases (€1–2m) for procurement of new machinery

Overseas maintenance for key machine group, contributing 20% of plant’s efficiency gains.

Packaging Asset Management Specialist, SABMiller, South Africa

Collaborated on turnaround strategy raising plant machine efficiency from 75% to 80%.

Managed five maintenance planners to systematically improve asset care practices.

Packaging Maintenance Controller, SABMiller, South Africa

Supervised two artisans to yield machine reliability improvements of 1–2% for line

Career interests

Manufacturing; innovation strategy; engineering; consumer goods; transport

Anand Gupta  India

Anand.Gupta.mba2017@said.oxford.edu

University of Rajasthan, India, BE Mechanical Engineering

Languages: Hindi

General Manager, Shyam Kripa Developers Pvt Ltd, India

Managed solar power projects worth US$1m

Supervised 100-member operation team working on four different project sites

Won new projects worth US$450k

Static Equipment Engineer, Amec Foster Wheeler, Singapore

Led five refinery projects for SHELL and ExxonMobil (US$23m)

Saved 30% of modification cost with innovative approach in SHELL project

Developed new vendor, action resulted in 40% (US$500K) project cost reduction

Static Plant Design Engineer, Daemil Industrial Co Ltd, South Korea

Led multinational team of eight engineers for Petrochemical, Philippines project worth US$2bn

Oversaw design and monitored time-bound delivery of equipment worth US$40m

Career interests

Business development; consulting; project management; operations; renewable energy

Neha Gupta  India, Singapore

Neha.Gupta.mba2017@said.oxford.edu

Singapore Management University, Singapore, BBM Marketing and Operations Management

Languages: Hindi, French

Client Services Manager, Frontier Strategy Group, Singapore

Managed 20+ MNC clients to identify needs and participated in research deliveries to push forward a solutions-based discussion

Experienced in discussing macro outlooks, distributor relationships, and APAC business environment changes

Account Manager, Euromonitor International, Singapore

Managed 10+ government clients to deliver relevant research required for policymaking and commercial discussions

Worked with heads in government organisation to identify relevant research pertaining to key projects

Career interests

Business development, Euromonitor International, Singapore

Spoke and developed relationships with 150+ university heads annually to establish research needs and promoted research-based education

Caroline Gordon  UK, New Zealand

Caroline.Gordon.mba2017@said.oxford.edu

University of Otago, New Zealand, BDS

Sierra Leone Oral Health Project, Rising Academies Network, Sierra Leone

Initiated and single-handedly conducted an oral health survey and need analysis across a group of schools

Designed and delivered healthcare and nutrition education to 300 students, donating oral hygiene equipment

Leading ongoing international collaborative project

Associate Dentist, The Fono Health Social Services, New Zealand

Provided dental care to disadvantaged communities, including those with HIV, refugees, and patients with psychiatric illness

Managed and implemented overhaul in practice infection prevention and control procedures in response to changes in legislation

Led successful audit of radiation safety standards and procedures as Chief Ionsing Radiation Officer

Career interests

Consulting; healthcare; impact investing; medical innovation; social entrepreneurship
Prakash Gupta  
**India**

Prakash.Gupta.mba2017@said.oxford.edu  
NIIT Karnataka Surathkal, India, Mechanical Engineering  
Languages: Hindi  
**Founding Director, MediaLytics, India**

- Developed India’s first platform to measure ROI on outdoor advertisements  
- Won a national entrepreneurship contest  
- Added US$28m to client revenues  

**Manager, Oracle, India**

- Analysed competition and delivered products with annual revenue over US$55m  
- Spearheaded an innovation platform at Oracle, rolled out to 1,500 employees  
- Negotiated critical changes with multicultural business leaders in USA for a flagship product  

**Team Lead, Oracle, India**

- Mentored teams to build enterprise software that fetched over US$24m in annual revenues  
- Led UI design strategy based on neuroscience concepts at organisational level  
- Shrewd a product to peak industry standards and thereby, into Gartner leader’s quadrant

**Career interests**

- Consulting, entrepreneurship, marketing, technology, sustainability

---

Balázs Győrfi  
**Hungary**

Balazs.Gyorffy.mba2017@said.oxford.edu  
Corvinus University Budapest, Hungary, BA Finance and Accounting (Major: Finance)  
Languages: Hungarian  
**Team Leader, Morgan Stanley, Hungary**

- Asset liability management, utilizing quantitative risk management framework to analyse net interest income sensitivity  
- Ran scenario analysis to fulfill requirements from Model Risk Management, the Fed, OCC  

**Analyst, Morgan Stanley, Hungary/India**

- Redesigned wealth management reporting using Tableau  
- Managed controlling process allocating revenues originating outside branch system back to 1,000+ wealth management branches  
- Coordinated knowledge transfer project from EU locations to India; 10+ FTEs transferred  

**Founder, Speakeasy Association, Hungary**

- Founded unique cross-university association (membership: 150+ from 10+ universities)  
- Organised 20+ guest speaker events, hosted former Hungarian Prime Minister, Finance Minister, current President, CEOs of CIB, CIB (premier Hungarian banks), Vodafone Hungary  

**Career interests**

- Investment banking; asset management; private equity; corporate finance

---

Paige Halam-Andres  
**Canada**

Paige.Halam-Andres.mba2017@said.oxford.edu  
McGill University, Canada, BA Art History and History  
**Director, Hotspex, Canada**

- Led research and brand consulting projects (innovation, communications, positioning) for global CPG clients on a team generating CA$330k per year  
- Wrote and presented proposals and pitches for global CPG generating CA$600k revenue  
- Built-to-market strategy for a tech startup based on insights gathered through 15 tech CEO interviews  

**Associate Director, Hotspex, Canada**

- Piloted an innovative behavioural science research methodology resulting in a global partnership worth CA$500k per year  
- Developed an analyst training programme and presentation club for rapid advancement  

**Strategist, Fresh Squeezed Ideas, Canada**

- Led six-month ethnography study with patients and physicians to build the brand positioning for first-in-class oncology drug in North America  
- Facilitated client workshops with 40+ clients  

**Career interests**

- Innovation consulting; strategy consulting; arts and cultural marketing; tech marketing

---

Tianqi Han  
**China**

Tianqi.Han.mba2017@said.oxford.edu  
Central University of Finance and Economics, China, BA Economics International Trade  
Languages: Mandarin  
**Founder of APEC Youth Report, Asia Pacific Economic Cooperation (APEC)**

- Selected from 55,000 applicants as one of three Youth Delegates to represent China and join President Xi at the APEC Summit  
- Founded the annual APEC Youth Report from interviews with 30+ Fortune 500 CEOs/chairmen at APEC each year to facilitate communication; won support from APEC senior officials including the Executive Director  
- Selected as Founding President to manage network of 80 China APEC Youth Delegates, selected under an extremely competitive rate – less than 0.01%  
- Founder of APEC (Asia Pacific Economic Cooperation) Youth Report; report to two Vice-Ministers in Chinese Government

**Founding Team, ZLR Valeon, China**

- Founding team, an internet education venture  
- Managed a 30-person team and grew the company by 1,667% in two years  
- Managed a budget of US$1.3m  

**Career interests**

- Entrepreneurship; business strategy; venture capital; private equity

---

Tiffany Handley  
**USA**

Tiffany.Handley.mba2017@said.oxford.edu  
University of Southern California, USA, BA International Relations (Global Business); Said Business School, UK, Diploma in Organisational Leadership  
Languages: Spanish  
**Organisational Change Consultant, G42 Leadership Academy, Spain**

- Analysed primary issues facing the organisation and reported to Board of Directors  
- Proposed and implemented restructuring plan of staff organisation and compensation  
- Mentored and Alumni Coordinator, G42 Leadership Academy, Spain  
- Coached 20 students weekly, 120 total, to turn their passions into strategic, achievable plans  
- Developed and implemented recruitment strategies, with 40% increase in applications  
- Squad Leader, The World Race, 11 countries  
- Led and managed 55 people for 11 months, working on local development projects  
- Maximized finances for 56 people on a budget 1/3 size of average US spending per person  

**Career interests**

- Development consulting; impact investing; civil service and government; development work

---

Nasim Ul Haque  
**Bangladesh**

Nasim.Haque.mba2017@said.oxford.edu  
Institute of Business Administration, University of Dhaka, Bangladesh, BBA (Major: Finance)  
Languages: Bengali  
**Managing Director, Inspira Advisory and Consulting Ltd, Bangladesh**

- Managed regular operational activities  
- Made Inspira into a well-known consulting boutique and mentored 50+ employees  
- Ensured 10% capital injection from external investors  

**Directors, Papers Ltd, Bangladesh**

- Developed partnerships with key stakeholders  
- Turned Papers Ltd into one of the top 50 tech start-up ideas of 2017 in Bangladesh  
- Led pilot testing of initial concept

**Territory Officer, British American Tobacco Limited, Bangladesh**

- Maintained distribution network of 10,000+ outlets and a portfolio worth US$50m  
- Led the largest brand migration in the company’s history  

**Career interests**

- Venture capital; private equity; impact investment
Monica Hariharan India, UK Work Authorisation

Monica.Hariharan.mba2017@said.oxford.edu
Ashoka University, India, Young India Fellowship; University of Westminster, India, MA Media Management; Manipal University, India, BA Journalism and Communications

Languages: Hindi, Tamil

Associate, Albright Stonebridge Group, India

Managed six+ client relationships; interfaced with delivery teams, government, CIOs and expert stakeholders
Advised a Middle-Eastern conglomerate on a US$50m investment in India
Structured an innovative business model for a US$50bn retailer to grow their India business by tapping into the e-commerce market

Research Executive, Nielsen Sports, UK

Advised Under Armour on its US$80m Tottenham Hotspur deal
Assessed impact of HSBC’s Wimbledon sponsorships in emerging markets including Mexico and India
Analysed periodical study on consumption of sports in 32 countries

Career interests
Management consulting; business strategy; social impact consulting; impact investing

---

Omar Hasen Lebanon

Omar.Hasen.mba2017@said.oxford.edu
CFA Institute, USA, CFA Level 3; Lebanese American University, Lebanon, BA (Hons) Banking and Finance

Languages: Arabic

Reporting Executive/Financial Analyst, Ogilvy & Mather (WPP), Lebanon
Conducted analysis for Network offices using P&L reports to identify market trends
Led finance teams across 16 offices to ensure accurate submission, lessening technical difficulties by 80%
Prepared reports for management to present clearer picture on status of clients of US$100k+ of value

Financial Analyst, BA United Holding, Lebanon
Performed feasibility studies; provided constructive recommendations to management
Innovated strategies using spreadsheets for interpreting financials and initiated corrective actions, resulting in US$500k savings
Collaborated with accounting team to build advanced financial models, decreasing time spent on budgeting by 50%

Career interests
Private equity; entrepreneurship; investment banking

---

Conor Healy USA, UK/EU Work Authorisation

Conor.Healy.mba2017@said.oxford.edu
University of Chicago, USA, BA (Hons) English Literature

Business Affairs Coordinator, Studio 8, USA

Obtained quotes for talent deals, drafted talent deal memos, administered and tracked talent contracts and payments

Coordinator, Storied Media Group, USA

Managed clients including The New York Times, 60 Minutes and NPR, to help develop their content into film and television properties
Managed 12 writer and director clients including Vince Gilligan (Breaking Bad)
Developed over 10 film and TV projects, such as the film The Confirmation, starring Clive Owen, and the Amazon TV series Highston

Artist Manager, Stiletto Entertainment, USA

Discovered and developed six new artists for representation, producing an EP for one
Drafted concert performance contracts for Stiletto clients, including Barry Manilow

Career interests
Sustainability; renewable energy; social impact; business development and strategy; management consulting

---

Richard Heit Australia, UK

Richard.Heit.mba2017@said.oxford.edu
University of New England, Australia, Diploma Project Management; University of Queensland, Australia, BEng Mechanical Engineering

Program Manager, Origin Energy, Australia

Programme-managed 14 non-technical functional process and organisational change projects impacting 1,000+ individuals
Chaired and led an organisational effectiveness program to 150 people
Created a roadmap to transition the organisation to ‘end to end process’ centric

Project Manager, Origin Energy, Australia

Led a team of four project engineers to deliver a A$25m and A$83m high-pressure gas pipeline project and gas processing facility tie-in

Project Engineer, Origin Energy, Australia

Project-managed a portfolio of Brownfield construction projects,

CAREX - A$23m

Site Engineer, Origin Energy, Australia

Onsite construction and technical support for a A$400m coal seam gas development
Supervised a A$35m, 150-person contractor

Career interests
Energy and resources; technology; strategy; operations; project management

---

Tori Hellrung Canada

Tori.Hellrung.mba2017@said.oxford.edu
McGill University, Canada, BA (Hons) International Development and Economics

Languages: French

Junior Consultant, Universalla Management Group, Canada
Co-managed a US$200k project for UNAIDS; coordinated client relations, data collection of eight consultants in four countries, analysis and drafting deliverables, generated 37% net profit
Evaluated the strategy development and results measurement of a World Bank trust fund; resulted in client obtaining an additional US$3m from donors
Led an internal project creating innovative methods to assess the impact and quality of development partnerships

Content Analyst, Hopper Inc, Canada
Supervised individual performance targets for daily research by 20% over first two months
Promoted to a quality control role under the VP to review research inputs of 15 analysts

Consultant, SJC, Canada
Drafted business plan to increase educational workshop delivery; implementation increased revenue stream by 96% in two years

Career interests
Consulting; philanthropy; healthcare; strategy

---

Sam Hilditch Australia

Samuel.Hilditch.mba2017@said.oxford.edu
University of Adelaide, Australia, LLB (Hons), BComm Corporate Finance; Australian National University, Australia, Grad Dip Legal Practice

Senior Associate, Barry.Nilsson., Australia

Represented UK underwriters in numerous multi-million AUS professional indemnity, and public and product liability litigation claims throughout Australia
Conducted liability risk and quantum analysis; designed, and led execution of, litigation strategies for hundreds of claims
Resolved 100% of matters within recommended reserve or successfully at trial
Managed firm’s UK client base, and mentored law clerks and junior solicitors
Firm’s youngest Senior Associate; promoted from Law Clerk within three years

Co-Founder, Coorong Future Initiative, Australia

Cosmetics social enterprise manufacturing products from local, sustainable resources to fund research and conservation projects

Career interests
Entrepreneurship; public policy; social entrepreneurship; strategy; technology; venture capital

---
**Max Hinden** United Kingdom, Brazil

Max.Hinden.mba2017@said.oxford.edu

**IBMEC, Brazil, Post-Graduation in Management by Process; UFRJ, Brazil, BA International Relations; CEFET-RJ, Brazil, BSc Production Engineering**

**Languages:** Portuguese

**Business Consultant, TOTVS Consulting, Brazil**

Created and implemented a fixed asset transfer digital process reducing 60% of paper usage.

Led five accountancy departments to clean a database ahead of schedule and designed Accountability Service’s processes in a Shared Service Centre (FTE compression of 35%)

**Partner, RH Engenharia, Brazil**

Budged construction materials (€2m) and coached foreign client’s purchase selection.

**Consultant, Ernst & Young, Brazil**

Monitored LOC’s Account Payable section for FIFA’s 2014 Football World Cup.

Interpreted discussions among auditors from Africa, Asia and North America.

**Career interests**

International finance; financial advisory; corporate finance; impact investing

---

**Eva Hoffmann** USA, Austria

Eva.Hoffmann.mba2017@said.oxford.edu

**Stanford University, USA, BA Human Biology, MS Mechanical Engineering Design**

**Design Director, d.light Design, USA / China**

Led design of low-cost solar products that have impacted 3m lives to date.

Launched six products, overseeing all stages of ideation, prototyping, field testing, and manufacturing.

Won six design awards, finalist in Fast Company’s Innovation by Design Awards and World-Changing Ideas Awards.

**Design Fellow, Proximity Designs, Myanmar**

Designed components for a low-cost agricultural water-storing basket.

Established quality control processes with local vendors and in-house production team.

**Career interests**

Social entrepreneurship; innovation strategy; sustainable technology; development work

---

**Kai Sheng Hoo** Malaysia, Singapore

KaiSheng.Hoo.mba2017@said.oxford.edu

**Multimedia University, Malaysia, BIT (Hons) Software Engineering**

**Languages:** Mandarin, Malay, Indonesian, Japanese

**Customer Success Lead, K2 Software, Singapore**

Led five-member cross-functional team in resolving manufacturer’s ERP integration fault, prevented roll-out delay for 1,700 staff.

**Customer Success Manager, K2 Software, Indonesia**

Revamped customer engagement model; generated US$2.4m in repeat business and upheld retention rate at 88%.

Recovered off-course subscriber fulfilment project at telco; spurred further product adoption in 19 functional areas worth US$600k.

**Solution Manager, K2 Software, Singapore**

Developed presales empowerment programme for resellers; boosted channel sales by 60%.

Managed engagements with national bank; realised over 30 customer-facing applications.

**Career interests**

Information technology; sales; consulting; product management; entrepreneurship

---

**Kirsten Hood** South Africa, UK Work Authorisation

Kirsten.Hood.mba2017@said.oxford.edu

University of Cape Town, South Africa, MBCiB

**Languages:** Afrikaans

**Senior House Officer, NHS, United Kingdom**

Clinical experience as a locum A&E doctor

**Medical Officer/Doctor, KZN Department of Health, Manguzi Hospital, South Africa**

Part of small international team of doctors running 290-bed rural hospital and clinics.

First-hand experience of rural healthcare management in a developing country.

Implemented ongoing nurse training and quality improvement projects.

**Intern Doctor, KZN Department of Health, PMB Hospital Complex, South Africa**

Junior doctor in diverse disciplines of medicine.

Co-ordinated clinical groups and on-call rosters.

**Research, Red Cross Children’s Hospital, RSA**

Medical research: INR optimisation in children on Warfarin with valvular pathologies.

**Career interests**

Healthcare; medical technology; management consulting; biotechnology; pharmaceuticals

---

**Nicholas Horsmon** USA

Nicholas.Horsmon.mba2017@said.oxford.edu

**George Washington University, USA, JD (International Law); Rollins College, USA, BA (Hons) International Relations**

**Associate, Mound Cotton Wollan & Greengrass LLP, USA**

Led team of legal associates in growing regulatory practice; advised insurers/reinsurers on corporate mergers and natural disaster risk.

Analysed complex contracts and drafted legal memoranda in cross-border litigations.

Led associate/case manager in US$10m reinsurance matter for Bermuda-based client and US$40m property damage dispute.

Advised multi-national insurer on terrorism risk management and contract language.

**Legal/Financial Services Intern, US House of Representatives, USA**

Drafted research memos on US policy re national/international banking.

**Student Government President, Rollins College, USA**

Led 40-person committee as Student Government CEO; managed budget; spoke.

**Career interests**

Corporate strategy; management; consulting; insurance/reinsurance; international development

---

**Niclas Huck** Germany

Niclas.Huck.mba2017@said.oxford.edu

**Frankfurt School of Finance and Management, Germany**, BSc Business Administration

**Languages:** German, French

**Investment Banking Associate, Credit Suisse London and Frankfurt**

Sale of €1.3bn German listed pharma company to Chinese investor with concurrent Fairness Opinion (2017).

Acquisition financing for €4.3bn acquisition of listed US pharma company by German healthcare conglomerate (2017).

Sale of €1.5bn PE-owned French smart card connector manufacturer to major European PE fund (2015).

**Investment Banking Analyst, Credit Suisse London**

€4.0bn IPO of German PE-owned online classifieds business (2015).


Carve-out (ultimately not executed) of ~US$2.0bn dermatology division of major German listed pharma company (2014).

**Career interests**

Investment banking/mergers and acquisitions; private equity.
Arthur Hughes-Hallett UK

Arthur.Hughes-Hallett.mba2017@said.oxford.edu
University of Leeds, UK, BA (Hons) History
Manager, PwC Consulting, UK

Redefined go-to-market strategy of US$35bn professional services firm.

Led strategic cost reduction programme based in Poland, Singapore, Chicago and UK on a US$5bn global real estate client.

Trustee, Action for Stammering Children, UK

Realigning engagement with key youth demographic, including: partnering with BBC3, producing a series of shorts and assisting in the deployment of new web-based dissemination of advice and support.

 Experienced Associate, PwC Consulting, US

Managed post-deal integration support for a global chemical producer, including detailed Day One planning, leading to a further US$87m of additional savings being identified.

Career interests

Deals consulting, corporate finance, private equity, corporate strategy.

Ahmed Ibrahim Egypt

Ahmed.Ibrahim.mba2017@said.oxford.edu
Ain Shams University, Egypt, BSc Mechanical Engineering
Languages: Arabic

Inhouse Consultant, brainiql, Egypt

Analysed quarterly customer feedback surveys to identify improvement opportunities.

Coached management on creating strategy-focused key metrics, increased adherence to service level agreements by 20%.

Raised company’s net promoter score by 30%.

Country Business Development Lead, AESEC in Egypt, Egypt

Co-led a team of 80 to organise International Congress 2013, gathering 1,200 participants from 124 countries.

Managed client relationships with various fortune 100 company directors.

Career interests

Product management; customer experience management; entrepreneurship; innovation and transformation.

Oz Igiehon USA, Nigeria

Oz.Igiehon.mba2017@said.oxford.edu
Harvard University, USA, MArch (Hons), Design; Howard University, USA, BArch (Hons), Architecture
Languages: Japanese, Chinese

Project Architect, Corgan Inc, USA

Led design development of US$100m building scope at new LaGuardia Airport.

Led implementation of advanced digital platforms and processes for design production.

Digital Practice Lead/Senior Designer, Michael Graves & Associates, USA

Developed change management process for improved design production in content creation, collaboration and delivery.

Country Business Development Lead, Toyo Ito & Associates, Japan

Led design development of Singapore’s first large-scale engineered timber building.

Led a volunteer design team to create strategies for resilient redevelopment for towns devastated by 2011 Tohoku Tsunami.

Co-Founder, The BAKLab, USA

Developed strategies for municipalities to better engage street trade in Lagos, Harlem, Ouga.

Career interests

Manufacturing; product management; consulting; entrepreneurship; design.

Toshihiro Iio Japan

Toshihiro.Iio.mba2017@said.oxford.edu
University of Tokyo, Japan, BA Law; CPA (Washington, USA)

Languages: Japanese

Assistant Manager, Mitsubishi Corporation, Japan

Valued fixed asset of investee companies, avoiding US$400m impairment loss.

Incorporated Australian complicated resource tax mechanism into financial modelling.

Marketing Manager, Mitsubishi Corporation Dubai Branch, UAE

Liquified natural gas projects development in Middle East countries.

Deputy Director, Ministry of Economy, Trade and Industry, Japan

Assisted the Prime Minister’s decision to join Trans-Pacific Partnership.

Contributed to the launch of WTO Trade in Services Agreement.

Built out information management system of Nuclear Safety Agency at Fukushima disaster.

Over saw 50 person staff to arrange logistics of APEC international meetings in Japan.

Career interests

Financial advisory; corporate finance; asset management; project management.

Lucy Emoghene-Ijatomi UK, Nigeria

Lucy.Ijatomi.mba2017@said.oxford.edu
Heriot Watt University, UK, MEng Chemical Engineering with Energy.

Tritium Scientist, UKAEA, UK

Managed cross-functional team to design and deliver tritium processing system, cost savings of £25m.

Led review of key safety systems, process efficiency improvement of 10%.

Offshore Drilling Engineer, TAGA, UK

Managed multi-disciplinary offshore teams to complete multimillion-pound wells across UKCS (North Sea) - ca £500m.

Led a three-person team created to optimise well operations, delivered cost savings of 2% on Pelican Project.

Field Project Engineer, Schlumberger, UK

Coordinated integrated team to execute major cementing projects spanning four continents: Europe, Asia, North and South America.

Pioneered cement blend redesign, rolled out across North Sea Geo-Market; pumping efficiency improvements of 20%.

Career interests

Energy and renewables; business development; operations strategy; technology.

Itua Iyoha Nigeria

Itua.Iyoha.mba2017@said.oxford.edu
American University of Nigeria, Iyalu, Nigeria, BSc (Hons) Communications and Multimedia Design

Business Analyst, McKinsey and Company, Nigeria

Established a performance management system for a federal agency, incorporating reports from over 100 stations.

Restructured and rationalised telecom operator’s mobile broadband offerings, to drive a projected 30% revenue uplift.

Co-founder, The BAKLab, USA

Co-founder, The BAKLab, USA

Developed strategies for municipalities to better engage street trade in Lagos, Harlem, Ouga.

Career interests

Manufacturing; product management; consulting; entrepreneurship; design.

Languages: Japanese, Chinese

University, USA, BArch (Hons), Architecture

Oz Igiehon USA, Nigeria

Oz.Igiehon.mba2017@said.oxford.edu
Harvard University, USA, MArch (Hons), Design; Howard University, USA, BArch (Hons), Architecture
Languages: Japanese, Chinese

Project Architect, Corgan Inc, USA

Led design development of US$100m building scope at new LaGuardia Airport.

Led implementation of advanced digital platforms and processes for design production.

Digital Practice Lead/Senior Designer, Michael Graves & Associates, USA

Developed change management process for improved design production in content creation, collaboration and delivery.

Country Business Development Lead, Toyo Ito & Associates, Japan

Led design development of Singapore’s first large-scale engineered timber building.

Led a volunteer design team to create strategies for resilient redevelopment for towns devastated by 2011 Tohoku Tsunami.

Co-Founder, The BAKLab, USA

Developed strategies for municipalities to better engage street trade in Lagos, Harlem, Ouga.

Career interests

Manufacturing; product management; consulting; entrepreneurship; design.
Arpit Jain  India
Arpit.Jain.mba2017@said.oxford.edu
Indian Institute of Technology Bombay, India, BTech Chemical Engineering
Languages: Hindi
Refinery Production Scheduler, Reliance Industries Ltd, India
Managed production planning and scheduling of ~100 KTPD (~$5.5bn/annum) products; strategised inventory and shutdown planning.
Initiated and led the project to increase product movement flexibility across changing market conditions; increased profits by ~5.4m/annum.
Saved ~$5.6m by implementing inter-site fuel optimisation; utilised product pricing trends and made ~$11.2m by inventory management.
Technical Manager, Reliance Industries Ltd, India
Involved in process engineering, operations improvement and supply chain projects.
Developed a unique simulation tool for berth scheduling at marine terminal; identified and removed bottlenecks costing ~$4.9m/annum.
Awarded Highest Appraisal twice in three years; received High Performer award.
Career interests
Consulting; strategy; operations; energy; supply chain

Madhavi Jayarajan  India
Madhavi.Jayarajan.mba2017@said.oxford.edu
Azim Premji University, India, MA Development; University of Madras, India, BA Economics
Languages: Hindi, Malayalam
Assistant Manager, Krishna Jewellery, India
Visualised organisation’s official website, increasing sales by ~35%.
Implemented Swasti’s first urban WASH project worth ~$5.3m; achieved 125% higher than target community reach.
Developed a hand-washing training video used to educate over 50,000 Indian women and children.
Program Executive, Swasti, India
Managed 275+ health programs under centre for health market innovations glob al platform.
Facilitated entry of D-tree International’s health care mobile application into Indian market; trained ~33 government health staff.
Vocational training intern, The Banyan, India
Facilitated training for 20 women; work skill analysis of 50 health staff.
Implemented Swasti’s first urban WASH project worth ~$5.3m; achieved 125% higher than target community reach.
Career interests
Consulting; marketing; strategy; social entrepreneurship

Avinash Jha  India
Avinash.Jha.mba2017@said.oxford.edu
Indian Institute of Technology Delhi, India, Dual Degree BTech/MTech Chemical Engineering
Languages: Hindi
Supply Planner, Essar Oil Ltd, India
Managed product optimisation of ~$US250m.
Conducted techno-economic studies of major investment projects of $US20–150m.
Conceptualised and executed Granular Plan Project to bridge plan vs actual GRM gap.
Awarded high-performance bonus two years in a row for significantly exceeding expectations.
Manager Refinery Economics, Reliance Industries Ltd, India
Performed retro analysis to identify monthly giveaway of ~US$4–5m.
Provided critical inputs in decision-making for investment in systems worth ~US$100m.
Acquired proficiency in linear optimisation concepts and supply chain management.
Engineer Trainee, Wipro Consumer Care & Lighting, India
Suggested equipment changes and introduced heat integration as a major cost-saving tool.
Career interests
Operations; corporate finance; strategy consulting

Crissy Jia  China
Shiqi.Jia.mba2017@said.oxford.edu
ACCA affiliate; University of International Business and Economics, China, BA Accounting
Languages: Chinese
Senior Associate, PwC, China
Led up to 10 members to audit a US listed IT company with over US$5bn in revenue.
Assisted large companies as well as SMEs in compliance with US GAAP and SOX 404.
Mentored two junior associates on daily work and professional development.
Pre-MBA Intern, Shiyu Capital, China
Chinese Private Equity fund with RMB1bn AUM.
Concentrated on medical and health research among analysts.
Under management; regularly generated 10–50% returns from recommendations resulting from collaborative research among analysts.
Career interests
Consulting; strategy; operations; energy; supply chain

Richard Jiao  USA
Richard.Jiao.mba2017@said.oxford.edu
Harvard University, USA, BA Economics
Languages: Chinese (Mandarin)
Chief Operating Officer/Partner, Sage Test Prep, USA
Generated US$1m in revenue in less than six months.
Implemented and executed business strategy.
Presented research reports to management regarding profitability, pricing and the cost of customer acquisition.
Research Analyst/Junior Partner, Transamerica Financial, USA
Developed innovative Excel-based statistical models to project future growth of healthcare companies by using historical trends, sector-specific data, past earnings, peak sales of drugs under development, cash flow, assets, liabilities and market conditions.
Conducted comprehensive fundamental and technical analysis on selected healthcare /medical technology companies, to assist an internal fund with over US$5bn under management; regularly generated ~10–50% returns from recommendations resulting from collaborative research among analysts.
Career interests
Private equity; technology; real estate; pharma

Lyn Johnson  USA
Lyn.Johnson.mba2017@said.oxford.edu
Brigham Young University, USA, MAcc Accounting, BS Accounting
Vice President and CFO, Locus Financial, USA
Managed a team of seven financial advisors to deliver financial statements and tax returns to ultra-high-net-worth clients and their businesses.
Supervised operations of corporate aircraft; oversaw six-person flight crew.
Performed CFO responsibilities for client-controlled industrial holding company with US$360m in equity investments.
Appointed as director of the board for a client-founded non-profit organisation supporting project-based classroom learning.
Senior Associate, PwC, USA
Delivered tax advisory and compliance services to alternative investment funds within the banking and capital markets sector.
Recruited and trained incoming associates and interns.
Performed GAAP financial statement audits for financial services clients.
Career interests
Asset management; private equity; behavioural finance; social entrepreneurship

25
Karan Kanuga India

Karan.Kanuga.mba2017@said.oxford.edu

Bangalore University, India, BBA Management and Finance

Languages: Hindi, Kannada

Role: Vice President, Strategy and Business Development, NK Agencies, India

- Diverted the business into Engineering Grado Polymers, thus increasing revenues by ~US$2.5m and profitability margins by 33%.
- Won the Basic Engineering Polymers (US$50 billion+ enterprise) distribution agency in South India.

Senior Consultant, EY, India and USA

- Instrumental in generating new business (~US$2.5m) from the world’s leading pharmaceutical company, working directly with the top management executives.
- Developed cost-effective tools that brought about automation, saving the firm around ~US$250k per year.

Co-founder, ‘Punjab Mail’ theme-based restaurant, India

- Successfully conceptualised, designed and set up theme-based restaurant. First year of operations revenues have crossed US$2.25m.

Career interests

Entrepreneurship; business strategy; venture capital; manufacturing

George Kapellakis Greece

Georgios.Kapellakis.mba2017@said.oxford.edu

Carnegie Mellon University, USA, MS in Healthcare Management and Policy, Athens University of Economics and Business, Greece, BSc in Business Administration

Languages: Greek

Role: Head of Business Development – Clients and Industries, Deloitte & Touche, Greece

- Led development of strategy plan which resulted in a >50% increase in revenue and ~30 new major accounts.
- Led change management plan for ~80 senior executives; implemented reporting tools that produced new cross-sell opportunities between the firm’s functions.
- Produced business intelligence reports for all industry sectors, optimising client targeting.

Business Development and Marketing Manager, Y-Logimed, Greece

- Designed direct sales approach to physicians through in-hospital medical supplies stores and e-shop, resulting in additional revenue of €300k and >500 new customers within one year.
- Achieved five new distribution agreements with medical devices companies and a ~5% increase in annual sales.

Career interests

Strategy; business development; private equity; entrepreneurship; healthcare

Salil Kapoor Canada

Salil.Kapoor.mba2017@said.oxford.edu

Wilfrid Laurier University, Canada, BBA (Hons)

Accounting

Languages: Hindi

Role: Consultant, PwC, United Arab Emirates

- Archived and developed initiatives for a retail bank resulting in a 5% reduction in cost base.
- Led a team to achieve cost efficiencies of 20% within the O&T division for an Islamic bank.
- Developed COSO training material for 300 employees for a National Stock Exchange.

Consultant, Capco, Canada

- Achieved a 22-second reduction in contact centre average handle time by implementing voice biometrics for a major Canadian bank.
- Authored a Business Requirements Document with a 90% user adoption rate for a client’s IVR.
- Designed testing strategies for 20 critical applications for a major financial institution.

Senior Associate, PwC, Canada

- Planned and executed audit engagements; managed staff deployment, engagement times and budgets.

Career interests

Business strategy; management consulting; financial advisory; project management

R J Kelford Canada

William.Kelford.mba2017@said.oxford.edu

McGill University, Canada, BA International Development; University of Toronto, Canada, Certificate of Business Innovation

Languages: French

Role: Manager Partnerships and Stakeholder Engagement, MaRS Discovery District, Canada

- Developed social entrepreneur incubation programme focused on systems thinking and design thinking methodologies.
- Scaled programme nationally in collaboration with federal government.
- Led design and launch of first National Youth Leadership and Innovation Summit.

Founder, Cornerstone, Canada

- Developed product prototype – a low barrier solution to address systemic financial insecurity.
- Finalist venture showcased in the AllNew Economic Inequality Program.

Co-founder, The Message Studios, Canada

- Co-founded award-winning multimedia design firm delivering more than 350 projects.
- Worked on projects locally on four continents.

Career interests

Finance; social impact; entrepreneurship

Anna Kerepes Hungary, Serbia

Anna.Kerepes.mba2017@said.oxford.edu

ACCA member; Corvinus University of Budapest, Hungary, BA Finance and Accounting

Languages: Hungarian, Serbian

Role: Assistant Manager, KPMG, Hungary

- Managed audit of a listed real estate company with total assets of €400m by coordinating the work of audit firms based in Europe, India and Israel.
- Assisted real-estate companies on the application of new reporting standards.
- Trained newly joined colleagues.

Senior Auditor, KPMG, Hungary

- Led audit teams of three.
- Prepared and monitored budgets of assurance engagements.
- Promoted to senior level after two years of working as an assistant.

Career interests

Assist manager; business development; M&A; education; real estate

Malina Keutel USA, Germany

Malina.Keutel.mba2017@said.oxford.edu

American University, USA, MBA (Hons)

Major: International Studies; Minor: French

Languages: French

Role: Partner Engagement Manager, Girls Who Code, USA

- Managed 20 corporate partnerships, representing US$2m in funding, to design, implement, and scale computer science education programmes for girls nationally.
- Secured new commitments totaling ~US$850k, led strategic negotiations with top tech firms.

Development Associate, The Asia Foundation, USA

- Oversaw reporting for 50+ international development programmes across Asia.
- Designed new collateral templates and quarterly newsletter to maximise impact.

Senior Program Associate, Meridian International Center, USA

- Managed programme logistics for ~20 international exchange programmes, including multi-year US Department of State contracts.

Career interests

Management consulting; social entrepreneurship; education; nonprofit management
Sheila Khakali  
Kenya, Canada  
Work Authorisation

Sheila.Khakali.mba2017@said.oxford.edu
York University, Canada, BAS (Hon) Finance
Languages: Swahili

Jr Underwriter, First National Financial LP, Canada
Conducted credit analyses to determine risk levels of loans; closed 3,500+ deals worth ~CA$1bn with an overall score of 98% in quality assurance
Built positive working relationships and diffused challenging situations with high-profile brokers, assigned largest portfolio in the division (250+ brokers)
Collaborated with risk department to identify fraud and risk mitigation strategies on 35 deals
Trained three new junior underwriters, nominated for the Employee Coaching Excellence Award

Disbursements Administrator, First National Financial LP, Canada
Monitored daily expenditure accounts (~CA$20m) and analysed monthly financial reports to identify variances
Initiated department cheque sign-off system, to enhance accountability; reduced losses of cheques by 10%

Career interests
Consulting; management consulting; asset management

Hira Khan  
Pakistan

Hira.Khan.mba2017@said.oxford.edu
Institute of Business Administration Karachi, Pakistan, MBA, BBA
Languages: Urdu

Group Brand Manager, Tapal Tea, Pakistan
Led a team of four to manage brand portfolio with annual sales of US$150m and a marketing budget of US$8m
Built business model to source 300 basis points volume share from competition in six months
Revalued on-ground engagement programme for one million consumers through digitisation, leading to 20% increase in productivity

Assistant Brand Manager, Telenor, Pakistan
Launched Pakistan’s first telecom partner network offering exclusive discounts to Telenor customers

Assistant Brand Manager, Reckitt Benckiser, Pakistan
Championed pricing innovation on Dettol hand wash leading to +10% surge in sales volume
Engaged directly with the CEO to design re-launch strategy for Dettol Surface Cleaner, to accelerate value growth from 10% to 24%

Career interests
Consulting; strategy; product management; technology; innovation

Khalid Khan  
Pakistan

Khalid.Khan.mba2017@said.oxford.edu
VIT University, India, BTech Electronics and Instrumentation Engineering
Languages: Urdu

Associate Manager, Novartis, India
Led transition of regulatory information platform, resulting in 40% cost savings and 5x better performance and usability

Business Technology Architect, Novartis, India
Designed company’s first comprehensive solution for regulatory information management, connecting workflows between HQ, country offices and regional authorities
Analysed pharma regulatory events and associated compliances; proposed solution for streamlining submission process flow
Led team of two consultants and three contractors to deliver system enhancements

Senior Tech Associate, Bank of America, India
Developed expertise in BPM and delivered multiple projects
Expanded team and coached new members

Career interests
Management consulting; strategy; pharmaceuticals; healthcare; technology; operations

Francis Kiasisua  
Congo

Lema.Kiasisua.mba2017@said.oxford.edu
University of Moncton, Canada, BEng Electrical Engineering
Languages: French

Design Lead Engineer, ATCO Group, Canada
Managed 30+ member project teams from design through construction of large-scale electric power systems for 20+ remote industrial facilities (ExxonMobil, Shell, Total, BP, etc.), with portfolio totaling CA$10bn
Led power quality and reliability improvement program for ExxonMobil’s Cold Lake operation (850 personnel, CA$2bn in annual revenue); implemented solutions that reduced outages by >30%, saving CA$12m/year

Team Lead – Cost Engineering [Data Analytics], ATCO Group, Canada
Led ATCO’s strategic initiative to introduce data analytics into capital project budgeting; created analytics-based strategies to optimise operational efficiency and increase forecasting accuracy on CA$400m/year CAPEX

Electrical Engineer, AECOM, Canada
Resolved technical issues with trains to prevent negative impact on 300,000+ daily users

Career interests
Energy and utility; consulting – energy and utility practice; operations management

Napat Kiatyudhachart  
Thailand, Canada  
Work Authorisation

Pat.Kiat.mba2017@said.oxford.edu
University of British Columbia, Canada, BComm Finance; CPA Level 1
Languages: Thai

Investment Analyst, Ross & Van Compernolle, Thailand
Enhanced investment positions on behalf of Ross & Van Compernolle hedge fund
Built financial models and conducted fundamental analysis on listed companies
Assisted fund manager in liaising with overseas high-net-worth clients

Assistant Investment Analyst, Thanachart Securities, Thailand
Directed monthly catalogue photo shooting

General Manager, Neofol, Brazil
Led organisational restructuring by creating new operational processes and frameworks
Increased virtual presence, engaged digital influencers and launched capsule collection with respected designer in 2017
Directed monthly catalogue photo shooting

Senior Marketing Analyst, Samsung Electronics, Brazil
Developed first comprehensive performance report and market mapping routine

Career interests
Social impact; consulting; development work; social enterprise

Yu Lee Kim  
Brazil, South Korea  
Work Authorisation

Yu.Kim.mba2017@said.oxford.edu
Mackenzie University, Brazil, specialised in CSR and Corporate Governance; FGV-EAESP, Brazil, BA Business Administration
Languages: Portuguese, Korean, Spanish

General Manager, Neofol, Brazil
Led organisational restructuring by creating new operational processes and frameworks
Increased virtual presence, engaged digital influencers and launched capsule collection with respected designer in 2017
Directed monthly catalogue photo shooting

Product Analyst, Mary Kay, Brazil
Headed launch of new skincare line
Produced all 2013 seminar presentations

Junior Marketing Analyst, Samsung Electronics, Brazil
Developed first comprehensive performance report and market mapping routine

Career interests
Social impact; consulting; development work; social enterprise
Daniel Kling Germany

Daniel.Kling.mba2017@said.oxford.edu

DHfW Cooperative State University, Germany, BA

Management

Languages: German

Manager Corporate Strategy, EnBW, GER

Elaborated and evaluated alternative corporate strategy options and co-authored elements of new corporate strategy.

Led a cross-functional team of 11 to evaluate strategic options and co-authored elements of new corporate strategy.

Managed strategy processes across different utility sectors together with senior management (aimed to increase operating results by over €300m)

Associate Corporate Strategy, EnBW, GER

Led team of six to establish a business plan to expand trading business of renewable energies (position improved from top 15 to top 5)

Conducted commercial due diligence in field of renewable energies with €30m investment volume (contributed to purchase price reduction of over 50%)

Career interests

Merger and acquisitions; corporate finance; private equity; financial advisory

Connor King Canada

Connor.King.mba2017@said.oxford.edu

Ivey Business School, Western University, Canada, BA (Hons) Business Administration

Management Consultant, Accenture, Canada

Defined and implemented a value realisation approach for a CA$750m technology transformation for country’s largest Crown Corp.

Co-developed a launch strategy for a transit agency’s mobile Point of Sale solution

Led on-site deployment of a social collaboration tool at a major pension fund

Consulting Analyst, Accenture, Canada

Managed organisation readiness efforts of a US$40m business transformation project across 12 countries at a leading global manufacturing and consumer goods company.

Designed and implemented a change management approach for a Customer Relationship Management system at a major global real-estate firm for over 600 users Rated as one of firm’s top three analysts

Intern, Saatchi & Saatchi, Canada

Conducted automotive industry analysis for Toyota Canada to support rebranding initiatives

Career interests

Business strategy; sports management; consulting; technology; media

Charlotte Kirby Thomson New Zealand, UK Work Authorisation

Charlotte.Kirbythomson.mba2017@said.oxford.edu

Victoria University of Wellington, New Zealand, PGCert Public Management, BA History and International Relations

Project Manager, Ministry of Business, Innovation and Employment, New Zealand

Analysed land for development, negotiated residential development contracts (£30-100m)

Advised team on government process, ministerial needs and stakeholder management

Private Secretary, Office of the Minister for Building and Housing, New Zealand

Advised minister and political staff on housing policy, legislation and public relations

Organised 17-event roadshow to promote first home buyer assistance package

Senior Group Administrator, Ministry of Foreign Affairs and Trade, New Zealand

Managed transfers of diplomatic staff to posts; coordinated team and designed new processes

Administered 12m contestable fund for Pacific security and development projects

Career interests

Consulting; process improvement; project management; real estate and urban design

Vitor Kneipp Brazil, USA, UK Part-time Work Authorisation

Vitor.Kneipp.mba2017@said.oxford.edu

PUC-Rio, Brazil, BA Law

Languages: Portuguese, Spanish

Co-Owner, Banco Maré, Brazil

Conducted customer interviews to validate business model, executing US$1m in transactions during six-month MVP

Led and mentored team of seven at areas of risk to execute strategy after MVP

Managed marketing and sales for Daffodil Month, signature fundraising campaign, raising CA$2.9m in 2016

Managed team of three production and design specialists in creation of marketing collateral

Executed CAS200k multi-channel advertising campaign for Daffodil Month, signature fundraising campaign, raising CAS2.9m in 2016

Marketing Advisor, Malawi Microfinance Network, Malawi

Led rebranding effort and developed marketing plan to promote the network and increase adoption of microfinance services in Malawi

Career interests

Social entrepreneurship; international development; global health; sustainability; innovation strategy

Jose Enrico Kison Philippines, Canada

Jose.Kison.mba2017@said.oxford.edu

York University, Canada, BBA (Hons)

Languages: Filipino

Senior Marketing Manager, Canadian Cancer Society, Canada

Led marketing strategy for Ontario and Atlantic Canada

Piloted a lead generation program that generated over 2,800 volunteer leads

Managed CA$750k advertising budget

Marketing Manager, Canadian Cancer Society, Canada

Managed team of three production and design specialists in creation of marketing collateral

Career interests

Social entrepreneurship; international development; global health; sustainability; innovation strategy
Patrick Kolla Canada
Patrick.Kolla.mba2017@said.oxford.edu
York University, Canada, MCPM; University of Saskatchewan, Canada, BSc Mechanical Engineering
Specialist Business Integration, BHP Billiton, Canada
Facilitated integration of business functions for CAS$8.7bn project funding request
Created stakeholder strategy and narrative for CAS12bn greenfield potash mine
Generated strategic communications for key investor, analyst and board engagements
Project Engineer, BHP Billiton, Canada
Lead teams of 50+ contractors to safely execute capital projects during operations
Designed and wrote scope of work and technical schedules for CAS302m contract
Supported team in development and execution of first automated shaft liner installation globally
Owner, Kolla & Hodgson JV, Canada
Built CAS1m residential real-estate portfolio over four-year period, operated to generating ROI greater than 10% for six consecutive years
Career interests
Consulting; strategy; entrepreneurship; investor relations; technology

Olya Krestyaninova USA
Olya.Krestyaninova.mba2017@said.oxford.edu
University of Oxford, UK, MSc Environmental Change and Management; New York University, USA, BS Chemistry (Minors: Mathematics and Physics)
Languages: Russian
Global Academic Fellow in Environmental Studies and Energy, New York University Abu Dhabi, UAE
Led a growing multi-disciplinary programme in Environmental Studies and Energy
Managed collaboration and relationship with international organisations in Nepal, Kazakhstan, Greece and UAE
Research Study Assistant, Memorial Sloan-Kettering Cancer Center, USA
Planned and executed a two-year study with Dr Kenneth Orr Laboratory on genetic predisposition and cancer rates
Organised, evaluated and analysed hundreds of patient pathology reports
Academic Tutor, Bell Curves, USA
Advised clients on learning materials
Developed learning materials in mathematics
Career interests
Energy and climate finance; sustainability; environment; entrepreneurship; impact investing

G. Dinesh Kumar Singapore
Dinesh.Govindsamy.mba2017@said.oxford.edu
Singapore Management University, Singapore, BBM
Languages: Tamil
Head of Business Development, Webber Chase, Singapore
Developed dry bulk and metals business from zero to 12 new clients and SG$1.1m in billings
Planed and executed diversification of service offerings; strategy consulting and expert-for-hire services
Metals Trader, Awin Resource, Singapore and Shanghai
Achieved a profit of US$11m trading industrial metals, iron ore and freight
Spearheaded and executed several long-term commodities contracts which increased profits by 125%
Shipbroker, Clarksons, Singapore and London
Negotiated and closed 157 freight contracts worth US$104m
Formulated and executed ship acquisition project worth more than US$200m
Career interests
Technology; consulting; business development; Marketing; M&A; private equity; energy and resources

Pranet Kumar India
Pranet.Kumar.mba2017@said.oxford.edu
PES Institute of Technology, India, BE Computer Science; CPA Level 1
Languages: Hindi
Head – Operations and Expansion, Myra Medicines, India
Hired a 25-member operations team to handle 1,200+ orders/day, helped grow net revenue by 175% over two quarters
Worked closely with the co-founders to develop blueprint of nation expansion, raised US$5m as Series A funding
National Operations Head, InnerChef, India and CEO, EatOnGo, India
Managed a 17-member team to set up six kitchens across four states
Executed marketing campaigns across print and online media to expand customer base
Senior Analyst, Goldman Sachs, India
Led a cross-functional team of 14 across three continents to set the industry standard on managing trade data
Directed a team of seven to improve efficiency of computing tool by 10%, impacting 70k clients
Career interests
Operations consulting; management consulting; business strategy; entrepreneurship

Sara Kushma USA, UK
Sara.Kushma.mba2017@said.oxford.edu
Princeton University, USA, ABEconomics
Product Marketing Manager, Appian, USA
Produced 10 product videos to articulate Appian’s core capabilities
Initiated and managed collaboration with 10+ product managers
Managed four third-party lead and demand generation initiatives
Operations Manager, Appian, USA
Launched new app marketplace for pre-built Appian applications
Recognised for significant contribution to a different department
Associate Consultant, Appian, USA
Performed post-initial Appian implementation support and client enablement
Associate Product Manager, MicroStrategy, USA
Assisted with implementation of MicroStrategy Web and Cloud experiences
Created thought leadership content
Designed and delivered user workshops
Career interests
Consulting; corporate strategy; product management

Hanny Kusumawardhani Indonesia, Singapore
Hanny.Kusu.mba2017@said.oxford.edu
National University of Singapore, Singapore, BEIng (Hons) Industrial and Systems Engineering
Languages: Mandarin Chinese
Technology Consultant (Resources Operating Group), Accenture, Singapore
Formulated five digital transformation strategies for Asian clients through design thinking, to grow internationally and reduce cost by 25%
Supported closing of digital deals worth >US$1m with four multinational corporations
Orchestrated the conceptualisation and implementation of six new digital use cases in IoT Innovation Centre; filed a patent
Business and Systems Integration Analyst, Accenture, Singapore
Developed new business processes and programmes with utilities major for renewable scheme with US$4.7bn annual transactions
Led a team of six in implementing critical energy verification for 800+ accounts with no defects
Managed five teams in post-go-live warranty
Career interests
Management consulting; innovation strategy; business strategy; technology; digital
Zeella Labram UK

*Zeella.Labram.mba2017@said.oxford.edu*

**Engineering Council, UK; Chartered Chemical Engineer (CEng); Hencht-Watt University, UK; MEng Chemical Engineering (Minor: Energy Engineering)**

**Process Engineer, Ameo Foster Wheeler, UK**

Awarded **Young Chemical Engineer of the Year** by the Institution of Chemical Engineers

Devised a new leak test innovation strategy for a £4.5bn offshore oil installation, improving turnaround by 25%

Persuaded leadership team to fund a data-driven project budget estimation tool. Led task force for its implementation across Europe.

Managed three graduates in evaluating gas plant bottlenecks, cut maintenance costs 45%

**Graduate Process Engineer, Ameo Foster Wheeler, UK**

Formulated an original process simulation model, becoming the departmental standard and used as part of over 100 UK-wide projects

Advised client on a £30m oil recovery proposal; responsible for optimising novel polymer injection technology, boosting output by 20%

**Career interests**

Renewable energy; technology; business strategy; operations; project management

---

Lauren Ladd USA

*Lauren.Ladd.mba2017@said.oxford.edu*

**Georgetown University, USA, BS Foreign Service**

**Countertelligence Special Agent, US Army, Germany**

Investigated National Security Crimes, such as terrorism, espionage and sabotage

Conceptualised and managed a team of 10 to build US Army Report app, which facilitates overseas reporting to police and counterintelligence

**Founder, DEX Mobile App, US**

Managed DEX mobile phone application

Raised US$800k in development funding

**English Teacher, Fulbright Commission, Austria**

Designed curricula and taught English to a broad cross-section of students in both vocational and private secondary settings

**Career interests**

Product management; innovation strategy; technology; venture capital

---

Courtney Ladd-Reinfrank USA

*Courtney.Ladd-Reinfrank.mba2017@said.oxford.edu*

**University of Southern California, USA, BA Communication (Minor: Marketing, USC Marshall School of Business)**

**Product Manager, Lionsgate, UK**

Led marketing programs for TV series

Created content distribution strategies across Digital, Packaged Media and Streaming to maximise revenue and drive brand awareness

Winner, 2017 BASE Award – Marketing Campaign of the Year for Children

**Brand Manager, Lionsgate, USA**

Developed innovative marketing campaigns in conjunction with networks, and partners such as Mattel, AMC, and Fox

Collaborated with Google's Zoo and Play teams to create comprehensive linear and non-linear Mad Men experience site

Winner 2016 Key Art Award: Mad Men – The Complete Collection Packaging

**Associate Brand Manager, Lionsgate, USA**

Winner 2014 Key Art Award: Orange is the New Black Season 1 Trailer

**Career interests**

Marketing; brand management; product management; media; consumer goods

---

Max Langer Germany, USA

*Max.Langer.mba2017@said.oxford.edu*

**Karlsruhe Institute of Technology, Germany, BSc Industrial Engineering and Management**

**Languages:** German

**Chief of Staff, Deliveroo, Germany**

Held co-responsibility for overall national business growth and financial performance

Managed business unit analytics, performance management and strategic initiatives

Delivered analyses, tools and action plans resulting in annual cost savings of US$2m

**City Head Frankfurt, Deliveroo, Germany**

Held responsibility for launch, growth and financial performance

Led a team of 10 FTEs and 150 drivers

Achieved average weekly growth rate of 17%

**Co-Founder and Managing Director, Rocket Internet, Myanmar**

Launched and scaled an online marketplace venture, managed a team of 35 FTEs

Reached average monthly order growth of 20%, winning national market leadership

**Career interests**

Technology; venture capital; consulting; private equity, entrepreneurship

---

Lauren Larkin USA

*Lauren.Larkin.mba2017@said.oxford.edu*

**Ohio State University, USA, MSc Agricultural, Environmental, and Development Economics; University of Notre Dame, USA, BA Anthropology and Peace Studies**

**Languages:** Spanish

**Director of Strategic Initiatives, Coprodeli USA, Peru**

Led strategy, projects, and partnerships, mobilising US$1.6m in resources and launching NGO’s largest corporate partnership

Built eight operational and communications tools, growing recurring contributions by 134%

**Director of Communications and External Relations, Coprodeli, Peru**

Oversaw impact data collection and analysis; increased M&E and reporting efficiency by 55%

Revamped marketing, presentation materials

Guided learning trips for 160+ international stakeholders across six remote field sites

**Community Consultant, Community Enterprise Solutions, Ecuador**

Evaluated base of pyramid market demand for water purifiers across five Ecuadorian regions

**Career interests**

Impact investing; development finance; social entrepreneurship; strategy and innovation; sustainability; consulting

---

Edouard Laurent Switzerland, Ireland

*Edouard.Laurent.mba2017@said.oxford.edu*

**University of Lausanne, Switzerland, BA Chinese Studies (Minor: Energy Engineering)**

**Peking University, China, MA International Relations; University of Notre Dame, USA, MSc Agricultural, Environmental, and Development Economics; University of Notre Dame, USA, BA Anthropology and Peace Studies**

**Languages:** French, Mandarin, German

**Asa Public Affairs Manager, Ipsen, China**

Defined a public relations strategy for Asia

Designed two international conferences (100+ participants, €110k); led two French Medical Days (150 participants, €110k)

Defined and implemented a search engine marketing strategy (budget: €50k)

**China Public Affairs Executive, Ipsen, China**

Launched with pharmaceutical industry associations and governments on drug policy and market access issues

Communication: wrote press releases and prepared interviews

**Research Associate, University of Lausanne, Switzerland**

Conducted a study on the Chinese solar panel industry and trade frictions, three publications

**Career interests**

Pharmaceutical; consulting; marketing; biotech

---

Laura Larkin USA

*Laura.Larkin.mba2017@said.oxford.edu*

**Ohio State University, USA, MSc Agricultural, Environmental, and Development Economics; University of Notre Dame, USA, BA Anthropology and Peace Studies**

**Languages:** Spanish

**Director of Strategic Initiatives, Coprodeli USA, Peru**

Led strategy, projects, and partnerships, mobilising US$1.6m in resources and launching NGO’s largest corporate partnership

Built eight operational and communications tools, growing recurring contributions by 134%

**Director of Communications and External Relations, Coprodeli, Peru**

Oversaw impact data collection and analysis; increased M&E and reporting efficiency by 55%

Revamped marketing, presentation materials

Guided learning trips for 160+ international stakeholders across six remote field sites

**Community Consultant, Community Enterprise Solutions, Ecuador**

Evaluated base of pyramid market demand for water purifiers across five Ecuadorian regions

**Career interests**

Impact investing; development finance; social entrepreneurship; strategy and innovation; sustainability; consulting

---

Courtney Ladd-Reinfrank USA

*Courtney.Ladd-Reinfrank.mba2017@said.oxford.edu*

**University of Southern California, USA, BA Communication (Minor: Marketing, USC Marshall School of Business)**

**Product Manager, Lionsgate, UK**

Led marketing programs for TV series

Created content distribution strategies across Digital, Packaged Media and Streaming to maximise revenue and drive brand awareness

Winner, 2017 BASE Award – Marketing Campaign of the Year for Children

**Brand Manager, Lionsgate, USA**

Developed innovative marketing campaigns in conjunction with networks, and partners such as Mattel, AMC, and Fox

Collaborated with Google's Zoo and Play teams to create comprehensive linear and non-linear Mad Men experience site

Winner 2016 Key Art Award: Mad Men – The Complete Collection Packaging

**Associate Brand Manager, Lionsgate, USA**

Winner 2014 Key Art Award: Orange is the New Black Season 1 Trailer

**Career interests**

Marketing; brand management; product management; media; consumer goods

---
Bremen Leak USA
Bremen.Leak.mba2017@said.oxford.edu
Brigham Young University, USA, BA Journalism
Languages: Russian
Communications Officer, Yale University, USA
Directed strategic communication initiatives around a multi-year, multi-million-dollar ERP implementation to boost efficiency, lower costs
Managed daily operational communications impacting 40,000 students, faculty and staff
Led key leadership courses for Yale managers
Program Officer, Johns Hopkins University, Mall
Designed and launched a public health initiative adopted by 100+ African companies
Directed strategic partnerships in Ghana, Mali, South Africa, Tanzania and Uganda
Staged malaria prevention events at the 2010 FIFA World Cup and other football tournaments
Reporter, Bloomberg BusinessWeek, USA
Published news and analysis on equity markets, corporate social responsibility, health
Reached weekly audiences of 800K readers
Career interests
Innovation strategy; entrepreneurship; consulting; technology; venture

Emily Leshem Israel
Emily.Leshem.mba2017@said.oxford.edu
Ben-Gurion University of the Negev, Israel, BA Economics and Philosophy
Languages: Hebrew
Marketing and business development, Deloitte, Israel
Lead the go-to-market marketing strategy for the technology industry and its strategic clients
Raised Deloitte profile by leveraging elite industry relationships with VCs, CVCs and large corporations
Coordinated tech-conferences, events and innovation delegations
Director of International Relations, Ben-Gurion University Student Union, Israel
Managed fundraising of international donors
Built and managed team of three coordinators executing all international programs for 20K students
Coordinated and executed cultural and social events for international students
QA engineer, Safed, Israel
Designed and implemented quality assurance software test plans and reports
Career interests
Innovation strategy; technology; marketing; entrepreneurship

Charm Legrand New Zealand, Sri Lanka, UK Work Authorisation
Charm.Legrand.mba2017@said.oxford.edu
Queensland University of Technology, Australia, BBlus (Distinction) Marketing and PR
Languages: Sinhalese
UK Campaign Manager, MADE.COM, UK
Managed £1m marketing budget to develop nationwide media strategy, delivering ROI of 750% and revenue uplift of 50% YoY
Led teams of 50+ to produce global campaigns; grew brand awareness by 55%
Assistant Marketing Mgr, John Lewis, UK
Managed annual marketing budget of £10m to deliver cross-channel campaigns for home and wedding categories for 50+ retail stores and e-commerce platform
Global Assistant Brand Manager – Dove, Unilever, UK
Managed global innovation projects including new product development, global market research and campaign development
Awarded the Dove Medallion Award for Best In-House Creative Campaign (FY2012)
Career interests
Management consulting; business strategy; innovation; retail; consumer goods; technology

Katherine Li USA
Katherine.Li.mba2017@said.oxford.edu
University of California, Berkeley, USA, BA Political Science
Director of Programs, HSG, USA
Managed a five-person client team delivering 100% of US$1.5m annual revenue
Administered US$10k+ in vendor relationships to support automation and brand awareness
Sr Client Services Associate, HSG, USA
Oversaw a team of three, completing six+ team projects with a ~50% renewal rate
Co-led four-person project team to launch ~16 service offerings, capturing voice of customer; analysing market, refining brand features
Client Services Associate, HSG, USA
Project-managed and completed team performance improvement projects for three+ clients, resulting in ~50% renewal rate
Human Resources and Operations, Workshop Cafe, USA
Worked with CEO to build the team by onboarding five+ new hires, brainstorming and refining processes based on real-time feedback, and training staff
Career interests
Healthcare; marketing; operations; product management; technology

Andre Lim Singapore
Andre.Lim.mba2017@said.oxford.edu
Singapore Management University, Singapore, BA (Hons) (Major: Political Science, Marketing)
Languages: Chinese
Assistant Manager – BOP Innovation Lab, Essilor International, Singapore
Developed roadmaps and strategy for Cambodia and Indonesia to achieve 100% annual volume growth
Team Lead for a €30m global strategic fund
Led human-centred design processes to promote innovation
Senior Social Enterprise Officer, Ministry of Social and Family Development, Singapore
Planned the establishment of a new centre serving the entire social enterprise sector
Spurred the creation of a new S$30m social investment fund
Language: Chinese
Assistant Manager – BOP Innovation Lab, Essilor International, Singapore
Developed roadmaps and strategy for Cambodia and Indonesia to achieve 100% annual volume growth
Team Lead for a €30m global strategic fund
Led human-centred design processes to promote innovation
Senior Social Enterprise Officer, Ministry of Social and Family Development, Singapore
Planned the establishment of a new centre serving the entire social enterprise sector
Spurred the creation of a new S$30m social investment fund

Ling Lei China
Ling.Lei.mba2017@said.oxford.edu
University of St Andrews, UK, MSc Information Technology; Central South University of Forestry and Technology, China, BE (Hons) Computer Science
Languages: Chinese
Project Portfolio Manager, HSBC, China
Led technology transformation for ad hoc China VAT Tax Reform
Developed HSBC China digitalisation strategy, delivered six months ahead of target date
Collaborated with global teams of up to 12 to deliver customer due diligence system
Tech Project Manager, Lenovo, US & China
Mentored, trained and directed clients to initiate Ecommerce Platforms with 35% sales increase
Designed innovative digital data interchange model with 20x performance improvement
Software Developer, HSBC, China
Managed data analysis, algorithm design and code development for Core Banking Project
Conceptualised and founded HSBC new employee knowledge club, serving over 1,200+ registered members
Career interests
Strategy consulting; project/product management; operation; technology

Languages:
Chinese

Languages:
Chinese

Languages:
Chinese

Languages:
Chinese

Languages:
Chinese

Languages:
Chinese

Languages:
Chinese

Languages:
Chinese

Languages:
Chinese

Languages:
Chinese

Languages:
Chinese
Fei Liu  China, Hong Kong Work Authorisation

Fei.Liu.mba2017@said.oxford.edu
Chinese University of Hong Kong, Hong Kong, MSc (Major: Finance); University of Macau, Macau, BBA (Major: Financial Engineering); Chartered FRM; CFA
Level 3
Languages: Mandarin, Cantonese

Relationship Manager, China Minsheng Banking Corporation, Hong Kong
Pitched new corporate clients, initiated and negotiated bilateral financing deals, provided financing solutions for clients’ business expansion, including LBO, outbound M&A and syndicated loans
Achieved and managed overall loan portfolio (>US$400m) and deposit portfolio (>US$350m); maintained and deepened client relationships
Led and coordinated team of three analysts to conduct in-depth financial statement analysis, industry research, business risk review; delivered credit proposals; performed ongoing credit monitoring and ensured highest compliance standards
Invited as guest speaker on national training conference ‘100 CEOs of CMBC’; about cross-border financing solutions

Career interests
Investment banking; M&A; private equity; corporate finance; entrepreneurship

Chalita Lohakup  Thailand

Chalita.Lohakup.mba2017@said.oxford.edu
Chulalongkorn University, Thailand, BBA Finance
Languages: Thai

Consultant, McKinsey & Co, Thailand
Delivered strategic transformation programme for Thai national petroleum and petrochemical enterprise, achieving return on investment capital of 14% – US$2.8bn capital gain
Led HR workforce; worked with Chief Personnel Officer to restructure organisation, building in-house capabilities for more than 6k employees – 100% of the company’s workforce

Senior Associate, PwC Consulting, Thailand
Awarded Fastest Consultant in FY15, promoted to Senior Associate level in less than two years
Designed and developed Cost to Serve model for Asia’s largest packaging paper enterprise

Managed large business overseas expansion programme (US$15bn investment capital) for setting up new telecom enterprise in Myanmar

Career interests
Consulting; private equity; entrepreneurship

Richard Lu  USA

Richard.Lu.mba2017@said.oxford.edu
University of Oxford, USA, MSc Global Health Sciences; Princeton University, USA, BA Chemistry
Languages: Chinese

Health Analyst, McKinsey & Co, USA
Developed data visualisation tool for health payers to predict potential cost reduction
Created evaluative framework for Medicaid PCMH primary health care initiatives

Business Analyst, McKinsey & Co, USA
Designed elements of PwV primary care program for 4k practices and 10k patients
Evaluated impact of specialist episode-based payment model for US health payor

Global Health Scholar, The Blavatnik School, South Africa
Identified gaps in infrastructure, regulatory, and human resource needs for vaccine development and technology transfer

Career interests
Healthcare; health system development; health policy; social impact investing; social entrepreneurship

Jun Luo  China

Jun.Luo.mba2017@said.oxford.edu
Cardiff University, UK, MSc Logistics and Operations Management; Jiangxi University of Science and Technology, China, BM Construction Management
Languages: Mandarin

Junior Manager Programme, Bosch, Belgium and China
Advised for plant strategic and operational projects in addition to evaluation of CNY14m
Presented financial analysis, advised for cost and efficiency improvement of 17 investment projects (>CNY110m)

Junior Manager Programme, Bosch, China
Led supply chain team of 13 for temperature control product, and initiated lean project to reduce CNY1.5m spare inventory
Logistics project leader: new shipping team setup (PMF); top-down KPI project (team of 12)

Management Trainee, CEVA Logistics, China
Freight business and supply chain management for key accounts, won bid in four trades of DJI and 4,000 TEU annual seathwart of Eaton
Led internal improvement project (reduced 11% cycle time) and quality audit (team of 12)

Career interests
Consulting, corporate strategy; business development; technology

Yiran Luo  China

Yiran.Luo.mba2017@said.oxford.edu
CICPA; AICPA; ACCA; CFA; Shanghai Jiao Tong University, China, BA Accountancy
Languages: Chinese

Associate, HSBC, China
Structured and executed M&A loan worth US$15m – a milestone deal for HSBC
Prepared financial modelling and coordinated distribution processes for a US$350m syndicated loan

Manager, Deal Advisory, KPMG, China
Managed 15+ client relationships; led 25+ due diligence and financial modelling projects
Negotiated key SPA terms for M&A deal worth US$550m
Won Standing Ovation Award for 2015 (3 out of 500+ projects)

Senior Auditor, Ernst & Young, China
Managed relationships with five+ clients
Risk charge of 10+ audit projects

Career interests
Financial advisory; mergers and acquisitions; private equity; investment banking

Gautham Madhavan  India

Gautham.Madhavan.mba2017@said.oxford.edu
Symbiosis International University, India, BBA
Languages: Hindi, Malayalam

Executive Assistant to CEO, Hotstar, India
Launched Hotstar Premium digital video streaming service (revenue US$10m)
Negotiated and executed contracts to pre-embed the Hotstar app on 100m devices
Revised the advertisement sales strategy to target digital sectors (value US$15m)

Business Intelligence Analyst, Kairali TV, India
Negotiated revenue-sharing contracts with YouTube for exclusive digital content

Reinvented Karan TV using consumer data
Restricted ad sales, optimised selling capabilities and reduced cost by US$31m

Analyst, KPMG, India
Analysed and facilitated an investment in a film studio in Lagos (project cost – US$30m)
Co-authored the KPMG FICCI Media and Entertainment Report 2014 – ‘The Stage is Set’

Career interests
Digital media; consultancy; private equity; venture capital; business development
<table>
<thead>
<tr>
<th>Name</th>
<th>Country</th>
<th>Email</th>
<th>Education/Work Experience</th>
</tr>
</thead>
</table>
| Thabani T Magubane        | South Africa             | Thabani.Magubane.mba2017@said.oxford.edu | Durban University of Technology, South Africa; B’Tech Information Technology, Rhodes University, South Africa; Certificate of Sustainable Business Analysis
Languages: Zulu
SAP BI Consultant, Britehouse – a Division of Dimension Data, Johannesburg
Led BI stream on £3.2m SAP support project
Led engagement with stakeholders to resolve reporting environment issues
Implemented client’s first security matrix governing 2k+ reporting system users
SAP Graduate Intern, Britehouse SSD, Johannesburg
Conducted sentiment analysis on 2016 South African State of the Nation address
Collaborated on new software tool presentation for 50-member analytics team
Trainee Business Analyst, Pakco Ltd, Durban
Analysed current state of main production line producing 25% of company revenue; developed future state for time efficiencies
Career interests
Technology; fintech; consulting |
| Barati Mahloele          | South Africa             | Barati.Mahloele.mba2017@said.oxford.edu | University of Kwa-Zulu Natal, South Africa; BComm (Accounting)
Languages: Sepedi, isiZulu
Senior Investment Associate, Tshiamo Impact Partners, South Africa
Established due diligence and evaluation for ventures of start-up impact investment fund in energy, health care and education
Supply Chain Finance Manager – East Africa and Emerging Markets, Unilever East Africa, Kenya
Lead finance manager for new manufacturing infrastructure investments in Ethiopia and Kenya (£170m combined investments)
Drove transportation efficiency program within Kenyan business, delivering £2m profit
Developed stock efficiency management model, resulting in additional £15m
Finance Manager – IT Innovation, Unilever UK, UK
Spearheaded global amortisation model for forecasting, including embedding governance structure and methodology (~£180m)
Career interests
Private equity; impact investing; fintech; telecommunications; consumer goods |
| Iain Mandale             | UK                       | iain.Mandale.mba2017@said.oxford.edu | University of Oxford, UK, BA Physics
Quantitative Analyst, Neptune Investment Management, UK
Collaborated with CIO to design investment process for new wealth management proposition
Designed and implemented tools to automate manual research and operational processes
Led research into fund flows, equity style factor returns, and risk contributors
Women’s Head Coach, Putney Town Rowing Club, UK
Developed a group of 20 athletes into a cohesive, competitive team
Designed and implemented an annual training programme, improving performance by 15%
Year 10 Load Coach, Putney High School, UK
Mentored a doubtful group of young athletes to become national finalists
Coordinated athletic development around other extra-curricular activities for a group of 40
Career interests
Management consulting; strategy; entrepreneurship; education |
| Jorge Maron Rius         | Mexico                   | Jorge.Maron.mba2017@said.oxford.edu | Universidad Iberoamericana, Mexico, BA Civil Engineering
Languages: Spanish
Co-founder and CEO, Ertek Energias Renovables, Mexico
Established strategic alliances with world-leading companies to provide consulting and equipment
Overseen design and construction of over 55 commercial and utility scale photovoltaic projects
Collaborated with pension funds to finance over US$200m in several projects
Co-founder and Project Director, Ertek Energias Renovables, Mexico
Designed the largest public-accessible photovoltaic system in Latin America
Established company’s philosophy, based on sustainability, teamwork and innovation
Evaluated several utility scale photovoltaic energy projects, including permitting process, financial and technical aspects
Career interests
Asset management; energy and resources; entrepreneurship; real estate; technology |
| Adetayo Martins          | UK, Nigeria              | Adetayo.Martins.mba2017@said.oxford.edu | Robert Gordon University, UK; MSc Project Management Projects Planning and Controls Lead, Petrofac, UK
Modelled infrastructure & finance scenarios; analysed market entry options; advised on US$950m gas project in Arctic Circle
Managed budgets, risk, portfolios and resources on US$320m project to boost energy output in Iraq by 20%
Led 10-person team across four countries in development of US$165m offshore gas project
Senior Project Planner, Petrofac, UK
Developed & executed project plans; assessed & ensured alignment on functional objectives
Implemented strategy achieving a 30% schedule reduction on a US$21m project
Senior Project Planner/ Project Manager, Siemens, UK
Delivered US$370m work packages on critical infrastructure on gas and electric sites
Restricted engineering process; streamlined deliverables and increased revenue by 35%
Career interests
Energy & infrastructure development; project finance; private equity; business strategy |
| Philippe Mastroymannis   | USA, Greece              | Philippe.Mastroymannis.mba2017@said.oxford.edu | Yale University, USA, BA History
Management Consultant, Accenture, USA
Operationalised Accenture value targeting and approach for public sector clients
Developed five-year roadmap and business case to implement 13 opportunities, resulting in over US$250m in benefits for Wisconsin
Structured a data governance organisation and strategic roadmap to manage and share data across 16 Massachusetts State Agencies
Defined 25 initiatives to strengthen claims management, augment distribution of benefits and boost collection of revenues for a Massachusetts State Agency
Managed Laureate Education’s business case for its new shared service model for finance, accounting, and procurement activities and realised over US$30m in annual savings
Directed change management team to prepare over 100 staff at two Massachusetts State Agencies for changes in business process and operations, with implementation of new system
Career interests
Strategy consulting; international development; education; technology; sustainability |
Katherine Matthews
USA, Canada

Katherine.Matthews.mba2017@said.oxford.edu
Queen’s University, Canada, BSc (Hons) Geological Engineering; CFA Level 1
Senior Development Engineer, Crescent Point Energy US Corp, USA
Managed multi-disciplinary team to optimise Crescent Point’s Uintah oil field with a US$75m budget in 2016
Promoted to Lead Engineer for Colorado and North Dakota properties in 2017
Interfaced with CPG investor relations group and answered questions from investors
Provided expert testimony at fourteen oil and gas board hearings (Utah and Colorado)
Represented Crescent Point at career fairs and recruited 12 summer interns
Reservoir Engineer, Talisman Inc, Canada
Created integrated geological patterns and optimised a legacy waterflood
Increased production and added significant reserves with the waterflood optimisation
Screened resumes and mentored two engineering summer interns
Career interests
Energy, M&amp;A, asset management, business development, engineering, strategy

Lwandlekazi Mazule
South Africa

Lwandlekazi.Mazule.mba2017@said.oxford.edu
Chartered Accountant (South Africa); University of the Witwatersrand, South Africa, BAccSci (Hons)
Senior Manager, Deloitte, South Africa
Managed audit engagements of Tier One banking clients valued between ZAR3m–14m
Coordinated large multi-disciplinary teams of professionals for projects on listed financial services clients
Delivered IFRS and ISA training to internship candidates within Deloitte Africa practice
Audit senior, Deloitte, Netherlands
Merit-based secondment to financial services audit department
Performed extensive substantive and control procedures on financial statement audits of two international clients
Audit senior, Deloitte, South Africa
Chartered accountancy articles with a focus on clients in banking and financial services sector; consistently ranked in top performance bracket
Career interests
Strategy, development finance; risk management; corporate governance

Seth Mc Curry
USA

Seth.Mc Curry.mba2017@said.oxford.edu
King’s College London, UK, MA Environment and Development; Georgetown University, USA, BSFS Science, Technology and International Affairs
Languages: Indonesian
Co-Owner & Mariculture Manager, Innovare Development and Consulting, Indonesia
Led pilot sea cucumber aquaculture project
Trained staff across aquaculture production phases, breeding to export-quality production
Tested marketability and product quality with international buyers
Assistant Project Manager, American World Services, USA
Organised tech event to support client-sponsored solar vehicle Zero Emissions Race
Developed market studies/business strategy for clients to increase US market share
Intern, Blue Ventures, UK
Won grants for satellite imagery and US$40k worth of GIS software
Documented increasing pressure on fish stocks in Madagascar
Career interests
Impact investing; social entrepreneurship; environment; sustainability

Morgan McGovern
USA

Morgan.McGovern.mba2017@said.oxford.edu
Georgetown University, USA, BS International Politics, Certificate in African Studies University of Cape Town, South Africa, Study Abroad Foreign Service Institute
Languages: Somali
Political Analyst, Central Intelligence Agency, USA
Intelligence professional with over five years managing international accounts and conducting political and leadership analysis
Prepared tailored written and oral briefings to serve senior US policymakers
Regional expertise in sub-Saharan Africa and field expertise in several African countries
Received 12 Exceptional Performance Awards
Expansion Analyst, Komaza, Kenya
Developed methodology for expansion into a new county and adding 7,000 new farmers
Developed impact measurement methodology
Assisted in election 2017 security planning
Career interests
Impact investing; social enterprise; social impact consulting; development finance

Nathaniel McKee
USA

Nathaniel.McKee.mba2017@said.oxford.edu
Southern Adventist University, USA, BBA (Major: Accounting; Minor: History); Certified Public Accountant
Senior Assurance Staff, Elliott Davis Decosimo, USA
Supervised staff and interns on manufacturing/distribution company audits
Led audit work for large (US$100m+) food service company after ownership change
Assurance Staff, Elliott Davis Decosimo, USA
In-charge pre-divestiture telecommunications company audit
Joined firm-wide innovation committee
Helped implement standardised approach to analytical procedures used in auditing
Coached junior staff on technical issues, the CPA exam, and work-life balance
Internships, McKee Foods Corp, USA
Research cost related to export business to China and compiled first break-even analysis
Created two new monthly category sales reports using Nielsen data
Career interests
Family business; corporate finance; consumer goods

Alec McLaurin
UK, France, Australia

Alec.McLaurin.mba2017@said.oxford.edu
University of Bath, UK, BSc (Hons) International Management and Spanish
Languages: French, Spanish
Strategy Manager, BNP Paribas, UK and The Netherlands
Built cost and revenue strategy for a US$450m business
Lead data analytics stream, deploying prospecting tools
Developed blockchain proof of concepts and ran investment due diligence in fintechs
Strategic Marketing Head, BNP Paribas, UK
Created a marketing strategy for a digital platform, with a budget of US$1m
Launched a global survey of 500 corporates
Corporate Social Responsibility Analyst, BNP Paribas, France and UK
Developed Sustainable and Responsible Investments product range
Applied investment policies on sensitive sectors: agricultural commodities, palm oil
Founded a microfinance volunteering program
Career interests
Fintech; strategy; business development; sustainability; entrepreneurship
**Patrick J Mcquillan USA**

Patrick.McQuillan.mba2017@said.oxford.edu

Northeastern University, USA, BA (Hons) International Affairs and Economics

**Senior Analyst, Compass Lexecon, USA**

Managed team of consultants composing statistical reports for high profile clientele

Employed rigorous securities analysis and market sensitivity research methods

Developed complex computer algorithms to analyse large data and identify trends

**Career Interests**

- Venture capital
- Private equity
- Asset management
- Entrepreneurship

---

**Yuriy Medvedev Russia**

Iurii.Medvedev.mba2017@said.oxford.edu

Samara State University of Economics, Russia, Specialist in National Economy

**Head of SME Credit Department, PJSC PromSvyazBank, Russia**

Led team of 10 to analyse performance of borrowers and recommend to Credit Committee about structure and terms of loans

Created a credit division for midsize companies from scratch and increased team size from 3 to 10 credit analysts over four years

Led 80 soldiers as a company commander

**Career Interests**

- Corporate banking
- Credit risk management
- Management consulting
- Technology

---

**Sakina Mehenni Canada**

Sakina.Mehenni.mba2017@said.oxford.edu

McGill University, Canada, BComm Marketing Management, Dean’s Honour List

**Languages:** French

**Marketing Manager, L’Oréal, Canada**

Defined national strategy on skincare brands (CA$850m+ POS/y)

Successfully launched ‘Big Bet’ product of 2017 with projected growth on brand of 35%

**Career Interests**

- Consulting
- Strategy
- Brand management
- Technology

---

**Brodie Middleton Australia**

Brodie.Middleton.mba2017@said.oxford.edu

Queensland University of Technology, Australia, LLB (Hons); Australian Defence Force Academy, Australia, BBus

**National Fleet Manager, Department of Defence, Australia**

Managed AUD72m annual budget

Negotiated and structured multiple contracts worth AUD89m per year

Initiated a review that resulted in AUD2.5m upgrade project for an ageing fleet

Drove nation-wide asset reallocation, saving AUD3.5m over three years through efficiencies

**Logistics Officer, Australian Army, Australia**

Led 80 soldiers as a company commander

Deployed to Afghanistan at the head of a team of 30 soldiers; engaged support contracts with Afghan and US companies worth AUD1.5m

**Career Interests**

- Management consulting
- Business strategy
- Operations
- Logistics

---

**Gabriela Millard USA**

Gabriela.Millard.mba2017@said.oxford.edu

Virginia Commonwealth University, USA, BSc (Hons) Psychology

**Development Facilitator, US Peace Corps, Costa Rica**

Advised an eco-tourism NGO; diversified online distribution

Created and led team of 10 to manage public relations and communications for Peace Corps Costa Rica

**Career Interests**

- Consulting
- Strategy
- Brand management
- Technology

---

**Shota Miura Japan**

Shota.Miura.mba2017@said.oxford.edu

Kobe University, Japan, BA Economics

**Languages:** Japanese

**Senior Manager, Mitsubishi Corp, Tokyo**

Designed MC’s mid-term corporate strategy and resource allocation policy worth US$2bn

 Spearheaded originations of Japan’s first hybrid capital instrument by corporates (US$8bn)

**Career Interests**

- Consulting
- Strategy
- Brand management
- Technology
Anirban Mondal  
India, Australia Work Authorisation  
Anirban.Mondal.mba2017@said.oxford.edu  
Indian Institute of Engineering Science and Technology, India, BE Mechanical Engineering  
Languages: Hindi, Bengali  
Consultant, Infosys, Australia  
Led business development efforts at insurance client, driving initiatives for yearly productivity benefits worth AUS$1m  

Solution Architect, Mphasis, Australia  
Designed technology solution for ALB10m programme enabling telecom client to fulfill government contract  
Assessed RFPs worth up to AUS$2m from vendors, providing recommendations to client  

Technology Architect, Infosys, India  
Formulated Infosys strategy to evaluate large RFPs worth over US$1bn  
Managed team of 10 based in India and Australia for AUS$40m programme to support Australian Telecom client’s IT platform  
Spearheaded development of B2B platforms for UK telecom major with total programme worth £1m  

Career interests  
Technology; strategy; social impact  

---  

Daniel Moor  
Canada  
Daniel.Moor.mba2017@said.oxford.edu  
Queen’s University, Canada, BComm (Hons), BA  
National Team Athlete, Rugby Canada, Canada  
Professional rugby player with over 25 international appearances for Canada  
Leader of the Senior Men’s XV’s Player Council  
Mentor of younger members of the centralised players’ group for life after rugby  

Associate and Analyst, Birch Hill Equity Partners (Private Equity), Canada  
First analyst in firm history to be promoted to associate  
Evaluated prospective transactions of up to C$600m in enterprise value across a variety of industries  
Participated in strategy secondment to portfolio company Softchoice, North American provider of software products and solutions with over US$1bn in revenue  
Played critical role in successfully exiting portfolio company investments, transactions with a combined enterprise value of over C$2.3 billion  

Career interests  
Consulting; corporate strategy; private equity; venture capital  

---  

Will Morse  
UK  
Will.Morse.mba2017@said.oxford.edu  
University of Southampton, UK, BSc (Hons) Sociology  
Head of Business Development, SnapRapid, UK  
Developed sales strategy and grew revenues by £720k, onboarding major clients such as UBER  
Created investment prospectus and supported CEO on initial private raise  

Senior Sponsorship Manager, WME IMG, UK and UAE  
Led team of six to deliver portfolio of 15 global sports events and 27 commercial partners  
Consultant for in-house VC fund, analysing industry trends and executing business strategy for portfolio companies  
Launched innovation lab, mentoring 10 colleagues and creating £175k in new revenue streams  

Sponsorship Executive, British Olympic Association, UK  
Supported Team GB’s ‘Managing Victory’ activation with BMW and P&G during London 2012 Olympics  

Career interests  
Technology; strategy; venture capital; entrepreneurship; innovation  

---  

Kyle Mulligan  
USA  
Kyle.Mulligan.mba2017@said.oxford.edu  
University of Pennsylvania, USA, BA Economics  
AVP Acquisitions, Phoenix Realty Group, USA  
Sourced real estate investment opportunities on behalf of real estate private equity fund  
Ran closing process on five multifamily asset transactions with total capitalisation of US$230m; managed loan placement, joint-venture formation and closing-day settlement statement  
Heavily involved in fundraising, including construction of dynamic excel fund model projecting expected investor returns  

Sr Acquisitions Analyst, JRK Investors, USA  
Underwrote and oversaw closing on 11 multifamily asset acquisitions with a total capitalisation of US$400m on behalf of a US$600m private equity real estate fund, including third party oversight, debt placement coordination, and general oversight of closing  
Supported hotel team managing six full-service hotels – revenue optimisation analyses, tracked hotel expenses, on-site visits  

Career interests  
Real estate; private equity  

---  

Pravarshan Murugasen  
South Africa  
Pravarshan.Murugasen.mba2017@said.oxford.edu  
CFA Institute, USA, CFA Charterholder; SAICA, Chartered Accountant; University of Cape Town, South Africa, PGDip Accounting, BBusSci (Hons) Finance  
Equity Analyst, Food Asset Management, South Africa  
Analysed and modelled 30 stocks with market caps ranging from US$100m to US$130bn  
Established relationships with key management across finance, education & tobacco industries  
Contributed to alpha generation for the >US$1bn of AUM for three years in a row  

Equity Analyst, Investec Securities, South Africa  
Built and maintained bank valuation models for the four largest banks in South Africa  
Analysed financials, statutory returns and third party data to aid investment recommendations  

Supervisor, KPMG Inc, South Africa  
Led audit of one of largest asset managers in South Africa  
Part of financial engineering group which valued complex unlisted financial instruments  

Career interests  
Social entrepreneurship; impact investing  

---  

Dina Nadeem  
Egypt  
Dina.Nadeem.mba2017@sbs.oxford.edu  
American University in Cairo, Egypt, BS (Hons) Economics and Communications Engineering (Minor: Business Administration)  
Languages: Arabic, French  
Security Technical Support Engineer II, Dell EMC, Egypt  
Delivered onboarding training sessions and coached new team member, resulting in decreasing go-live date by 25%  
Achieved up to 100% customer satisfaction in supporting customers from 100+ countries, through problem identification to resolution  

Technical Support Eng I, Dell EMC, Egypt  
Improved product quality and performance by testing functionality and reporting over 50 new features, enhancements and bugs  
Owned 200+ cases quarterly for key customers and recommended improvements on different environments and architectures  

Peer Career Advisor, American University in Cairo Career Center, Egypt  
Criticised and enhanced 100+ undergraduate résumés during walk-in sessions  

Career interests  
Technology; product management; project management; consulting; social entrepreneurship  

Zafer Nagdee South Africa

Zafer.Nagdee.mba2017@said.oxford.edu
Chartered Accountant (South Africa); Registered Auditor (South Africa); University of Johannesburg, South Africa; MCom International Accounting, BCom (Hons) Accounting, BCom Accounting (Cum Laude)
Senior Lecturer (Corporate Governance), University of Johannesburg, South Africa
Developed South Africa’s first accredited leadership programme for prospective chartered accountants, enrolling 450+ students annually
Formed alliances with audit firms BDO and KPMG; managed relationships and established thought leadership projects for students
Trainee Accountant, PwC South Africa, South Africa

Career interests
Academia; consulting; civil service and government; education; real estate
Languages:
- English
-Telugu


Sruthi Nagulavancha India, USA Work Authorisation

Sruthi.Nagulavancha.mba2017@said.oxford.edu
Jawaharlal Nehru Technological University, India, BSc Computer Science; Kansas State University, USA, MS; Computing and Information Sciences
Languages: English, Telugu, Hindi
Senior Risk Consultant, Ernst & Young, USA
Managed risk advisory projects in retail and commercial real estate sectors
Supervised system implementation reviews of key financial systems in multiple sectors
Risk Consultant, Mazars Group, USA and Belgium
Performed risk analysis of IT environments and conducted data analysis of large datasets
Worked on a contract review engagement with the EU as part of Export opportunity in Belgium
Intern, Societe Generale Corporate and Investment Bank, USA
Responsible for change and release management compliance in operations group

Career interests
Consulting; intelligent process automation; entrepreneurship


Nobuhle Ndluvu South Africa

Buhle.Ndluvu.mba2017@said.oxford.edu
Middlebury College, USA, BA International Politics and Economics, Chinese
Languages: Mandarin, Zulu, Xhosa, Afrikaans
Senior Associate, Emerging Capital Partners (Maarifa Education), Kenya
Supported a US$50m capital raise; responsibilities included building the investment model and project management
Directed research for expansion into new medical school, project margins were +60%
Supervised indirectly, 30+ individuals in monthly reporting

Associate, Mergers and Acquisitions, Standard Chartered Bank, South Africa

Advised OIC on the US$1.3bn merger between Shanduka and Pembani
Advised Nigerian Lafarge Cement WAPCO on its consolidation of cement interests in Nigeria and South Africa (US$34bn)
Advised Reliance on a 100% diversification from GAPCO (US$300m)
Prepared valuation and financial models including DCF and LBO

Career interests
Private equity; asset management; venture capital; corporate finance; entrepreneurship

Mary Ndungu Kenya

Mary.Ndungu.mba2017@said.oxford.edu
University of Nairobi, Kenya, BSc Actuarial Science
Languages: Kiswahili
Head of Department Data Operations, M-KOPA SOLAR, Kenya
Managed a team of 24 across three markets in business performance reporting and strategic analytical projects
Reduced fraud rates from 10% to less than 2%
Led in providing over 200k customers with a public credit history
Senior Data Analyst, M-KOPA SOLAR, Kenya
Created infrastructure required to calculate the company’s revenue accounting entries
Initiated and oversaw development of two customer management systems
Responsible for training over 100 staff in advanced excel and SQL

Career interests
Impact investing; social entrepreneurship; analytical finance; strategy


Jonathan Ne Win Singapore

Jonathan.NeWin.mba2017@said.oxford.edu
National University of Singapore, Singapore, BS (Hons) Economics
Languages: Chinese, Burmese
Analyst, ACO Investment Group, Myanmar
Refined financial model and customised project documentation for Convalt’s flagship asset, a US$480m solar power plant in Myanmar
Presented twice to Myanmar Parliament sub-committees regarding benefits of renewable energy and potential of project finance

Business Analyst, JP Morgan Chase & Co, Singapore
Work spanned ‘Know Your Client’ due diligence, prospect assessment, investment suitability, credit write-ups, cross-border assessments and User Acceptance Testing of tools
Engaged with capital advisory team to identify clients with complex credit needs, leading to US$100m in incremental assets for the Indonesia team
Cluster lead overseeing two analysts in ultra-high-net-worth Southeast Asia team

Career interests
Private equity; renewable energy

Kazuki Nishigaki Japan

Kazuki.Nishigaki.mba2017@said.oxford.edu
University of California, San Diego, USA, BS Management Science
Languages: Japanese
Associate Manager, KPMG, Japan
Member of newly-established Business Transformation Unit (strategy team)
Led team of three to develop restructuring and growth strategy for major energy company
Developed marketing and pricing strategy for major utility company resulting in sales increase of US$30m in five years
Supported new business development project at major trading company, resulting in US$10m investments

Consultant, Deloitte Tohmatsu, Japan
Led team of five to develop integration strategy and synergy realisation plan of leading semiconductor equipment company’s logistics team, resulting in US$30m cost reduction
Advised and supported company-wide business transformation project of major electronics company, aiming to double revenue in five years, and increase profit from 10% to 15%

Career interests
Private equity; consulting; finance
Kenichi Oka  
Japan
Kenichi.Oka.mba2017@said.oxford.edu
Fellow of the Institute of Actuaries of Japan, Certified Actuarial Professional University of Tokyo, Japan, MA Economics, BA Economics
Languages: Japanese
Assistant Manager, Tokio Marine Holdings Inc, Japan
Responsible for quantitative risk management of Tokio Marine Insurance Group
Researched cutting-edge statistical risk analysis methods and introduced one
Created stress-test scheme assuming world financial crisis
Led quantitative due diligence of M&A transaction
Assistant Manager, Tokio Marine & Nichido Fire Insurance Co., Japan
Managed investment portfolio through asset liability management (ALM)
Minimised interest rate fluctuation risk; established fixed income portfolio planning
Expanded investment in corporate bonds after conducting portfolio optimisation
Career interests
Insurance; risk management; corporate finance; M&A

Halimah Omogiafo  
Nigeria
Halimah.Omogiafo.mba2017@said.oxford.edu
University of Lagos, Nigeria, BSc (Hons) Finance
Success Operations Coordinator (Intern), Andela, Nigeria
Collaborated with strategy team to create a client retention roadmap for top 10% accounts
Reduced inefficiencies in three processes by recreating them and driving adoption
Executive Assistant to the CCO, Sterling Bank Plc, Nigeria
Developed quarterly board reports analysing YoY changes
Customer Experience Management Personnel, Sterling Bank Plc, Nigeria
Led a team of eight to revamp in-branch customer experience; findings resulted in the creation of a tiered customer service structure
Converted 20+ leads to clients
Founder/CEO, Sarah Springs, Nigeria
Co-led cross-functional team of five to create sales strategies, budgets and multicultural creative proposals
Career interests
Management consulting; operations; entrepreneurial; finance

Oluwatosin Ojo  
Nigeria
Oluwatosin.Ojo.mba2017@said.oxford.edu
Obafemi Awolowo University, Nigeria, BSc Microbiology; CFA Charterholder
Languages: Yoruba
Vice President/Head of Equity Research, CardinalStone, Nigeria
Led team to publish 10 economic and equity market outlook reports in three years
Initiated coverage on a Nigerian pharma leading to a brokerage mandate to acquire ~10% of company’s equity
Led presentations on investor roadshow to frontier fund managers in US
Senior Analyst, Vetiva, Nigeria
Authored cement and construction sector reports distributed on Bloomberg and Reuters
Helped fund managers gain corporate access to executives of Nigeria’s cement companies
Junior Analyst, Stanbic IBTC, Nigeria
Co-published a sector report on food and beverage industry
Conducted analyst visit to the largest oil palm estate and mill in Nigeria; published equity report on company
Career interests
Asset management; impact investing; private equity; equity research; emerging markets

Geoffrey Nyakeriga  
Kenya
Geoffrey.Nyakeriga.mba2017@said.oxford.edu
JKTUAT, Kenya, BSc Electronics and Computer Engineering
Assistant Manager, Tokio Marine & Nichido Fire
Provided team leadership on engagements
ERM framework design and implementation
Identification of system control weaknesses
Revenue Assurance Services
Snr Associate, PwC, Kenya, Rwanda, Zambia
Project Quality Assurance
Project management
Over saw CRM implementation project worth US$3m
Field team leader
Consultant, PwC, Kenya
Data assurance for core banking system implementations for two major banks
Performance improvement services
Governance, risk and compliance reviews
Career interests
Entrepreneurship; private equity; project management; technology; financial advisory

Tatenda Nyamuda  
South Africa
Tatenda.Nyamuda.mba2017@said.oxford.edu
University of Cape Town, South Africa, PGDip Accounting; University of Cape Town, South Africa, BBusSci
Investment Associate, D. Capital Partners (Dalberg Group), South Africa
Advised on expansion fundraising strategy of US$500m for leading guarantee fund
Designed and structured innovative investment vehicles for healthcare; a US$2.5m issue for cataracts and US$2.7m for ECD
Manager – Capital Markets, Deloitte & Touche, South Africa
Managed and directed regulatory audit of US$300m Tier One bank division
Auditor, Deloitte & Touche, South Africa
Audited and valued complex technical sections of a US$2.6bn commercial bank division
Directed team of 10 trainees; presented insights to client to advance long-term organisational strategy
Career interests
Private equity; impact investing; asset management

Oluseye A Owolabi  
Nigeria
Oluseye.Owolabi.mba2017@said.oxford.edu
University of Cambridge, UK, MPhil Industrial Systems, Manufacturing, and Management; University of Lagos, Nigeria, BSc (Hons) Mechanical Engineering
Account Manager, Schlumberger, Nigeria
Encroached competition with key client, raising market share from 20% to 80%; and a 100% increase in topline revenues
Evaluated pricing trends and formulated competitive responses; tender win rate >90%
Field Services Manager, Schlumberger, Ghana
Delivered two high-tier deepwater exploration projects, operating with service uptime >99.5%
Supervised concurrent operations on five deepwater rigs with US$4m in monthly revenues
Student Consultant, Institute for Manufacturing, UK
Devised and pitched plan to increase production output by 380% on existing footprint
Developed a custom framework for measuring productivity improvements from analysis of five years of project data for an IC designer
Career interests
Consulting; operations; energy and resources

Oluseye Owolabi  
Nigeria
Oluseye.Owolabi.mba2017@said.oxford.edu
University of Lagos, Nigerian, BSc Business Administration
Success Operations Coordinator (Intern), Andela, Nigeria
Collaborated with strategy team to create a client retention roadmap for top 10% accounts
Reduced inefficiencies in three processes by recreating them and driving adoption
Executive Assistant to the CCO, Sterling Bank Plc, Nigeria
Developed quarterly board reports analysing YoY changes
Customer Experience Management Personnel, Sterling Bank Plc, Nigeria
Led a team of eight to revamp in-branch customer experience; findings resulted in the creation of a tiered customer service structure
Converted 20+ leads to clients
Founder/CEO, Sarah Springs, Nigeria
Co-led cross-functional team of five to create sales strategies, budgets and multicultural creative proposals
Career interests
Management consulting; operations; entrepreneurial; finance
Adhilaras Putro Pamungkas Indonesia

Adhilaras.Pamungkas.mba2017@said.oxford.edu

Institut Teknologi Sepuluh Nopember, Indonesia, BSc Information Systems

Languages: Indonesian, Javanese

IT Senior Manager, Bank Mandiri, Indonesia

Negotiated dispute with multinational vendor; saved other US$50m project using same vendor

Monitored and optimised 20 fraud preventions, risk management and compliance systems

Provided strategy review to risk projects valued at US$7m as Subject Matter Expert on risk and data quality systems

IT Manager, Bank Mandiri, Indonesia

Saved US$500k and prevented eight months’ setback on US$1.5m project by initiating internal development team

Managed US$15m project; implemented new risk models, saving US$2m+ annual costs

IT Assistant Manager, Bank Mandiri, Indonesia

Cooperated with multinational vendors to develop an award-winning Enterprise Risk Management system valued at US$2m

Career interests

Entrepreneurship; information technology; business strategy; consulting

Nitin Parashari Australia, India, EU

Work Authorisation

Nitin.Parashari.mba2017@said.oxford.edu

InTech Institute of Technology, Australia, Grad Cert Information Technology and Strategic Management; Kurukshetra University, India, B Tech Information Technology

Languages: Hindi, Konkani

Senior Managing Consultant, IBM, Australia

Practice Leader – Asia Pacific; led teams of ~80 in delivery/consulting with budget of ~AU$90m

Established four patents and delivered digital transformation platform for ANZ federal gov’t agencies (transacting >AU$2b/day)

Led team of 20 to deliver AUS$60m programme for first-of-a-kind satellite-based solution

Project Manager, IBM, India

Led team of 15 to deliver bespoke solutions for Switzerland and UK government agencies

Managed delivery process optimisations globally, resulting in 30% KPI improvement

Co-founder & Director, Nitra Solutions, India

Managed new IT Service division operations and trained a team of eight

Career interests

Product management; operations; strategy; management consulting; technology

Jinhwan Park South Korea

Jinhwan.Park.mba2017@said.oxford.edu

Kookmin University, Korea, BA Economics and International Trade (Double Major)

Languages: Korean

Manager, World Vision Korea, South Korea

Spurred and led marketing analytics initiatives – revenue projection, marketing channel effectiveness and long-term donor value

Completed comprehensive donor analysis by age, gender and channel and recommended developing segmentation-based customer treatment to increase retention

Initiated digital marketing strategy development project to improve marketing capabilities through channel diversification, restructuring and HR planning

Authored annual sponsorship management reviews for 16 country offices with an in-depth analysis on customer service works

Career interests

Consulting; social impact; technology; big data analytics

Krishna Parshotam Zimbabwe

Krishna.Parshotam.mba2017@said.oxford.edu

University of Zimbabwe, Zimbabwe, BSc (Hons) Computer Science

Languages: Gujarati

Associate Consultant, e-Solutions, Zimbabwe

Enhanced and optimised mobile banking system

Developed transaction switches and credit systems for banks and MNOs

Presented various systems and conducted UATs

Co-founder, Vegi Green Tech, Zimbabwe

Developed a generic platform for on-demand services

Finest for Sibaya Savanna and Innovation Baraza

Secured US$10k funding for startup

Co-founder, Food Match, Zimbabwe

Demonstrated feasibility of idea using MVP

Winner, Google Startup Weekend

Career interests

Entrepreneurship; technology; fintech; social impact

Daniel Peach USA

Daniel.Peach.mba2017@said.oxford.edu

University of South Carolina, USA, BS (Hons) International Business and Accounting; Certified Public Accountant, USA

Languages: French, Spanish

Managing Consultant, IBM, USA

Realised US$1.6bn in cost savings by persuading leadership to adopt cross-functional team’s recommendations

Won seven project bids, generating US$20m in firm revenue; by identifying under-served market

Managed 21 direct reports on 4 engagements

Senior Consultant, IBM, USA

Coordinated system migration and consolidation of US$350m business process

Restructured five military units saving US$2.1m

Prevented audit failure by reconciling eight financial systems across three platforms

Consultant, IBM, USA

DRAFTed financial transparency policy to publicly disclose US$31.4bn in federal spending

Developed mentoring and technical training programme adopted by 170 IBM consultants

Career interests

Strategy consulting; technology strategy; business development; market entry

Victoria Pelletier Canada

Victoria.Pelletier.mba2017@said.oxford.edu

McGill University, Canada, BCom General Management

Languages: French

Senior Consultant, Deloitte LLP, Canada

Developed workforce transition playbook and led training stream during global shared service transformation for a major Canadian bank

Consultant, Deloitte LLP, Canada

Designed and executed change management strategies and plans in higher education, manufacturing, retail and healthcare

Built training plan for local government, resulting in CA$50k+ additional work sold

Analyst, Deloitte LLP, Canada

Prepared and presented social services delivery trends report to government leaders in Canada and Hong Kong

Learning and People Development Intern, Rio Tinto, Canada

Implemented new metric system for leadership programmes and reported results

Developed workforce planning competencies for Rio Tinto HR professionals

Career interests

Public and social sector consulting; strategy; organisational behaviour
Scott Pepper USA

Scott.Pepper.mba2017@said.oxford.edu
Michigan State University, USA, BA Communications and Public Relations
Corporate Communications Manager, BNY Mellon Investment Management, USA
Acted as primary ghost writer and speech writer for the CEO
Increased US media exposure of the bank by 69% from 2016 to 2017
Corporate Communications Associate, BNY Mellon Investment Management, USA
Led team of 10 in first-ever publicity campaign for bank’s cash management business; cash assets grow by US$2bn during campaign
Developed communication strategy for several leadership changes and business reorganisation announcements
Senior Account Executive, Edelman, USA
Selected to join business development team; generated more than US$2m in new revenue
Overviewed strategy for Citibank’s US consumer and commercial business
Career interests
Asset management; corporate strategy; management consulting; project management; entrepreneurship

Erica Petrizzi USA

Erica.Petrizzi.mba2017@said.oxford.edu
University of Oregon, USA, BSc Accounting
Technical Accounting Manager, Apple Inc, USA
Evaluated accounting implications of supply chain complexities for >200 suppliers
Spearheaded revision of global accounting policy for US$21bn of purchase commitments
Manager – Transaction Services, PricewaterhouseCoopers, USA
Delivered accounting and reporting advice to Silicon Valley companies ranging from pre-revenue start-ups to global technology companies
Acted as subject matter expert for 15 audit teams, specializing in strategic investments and capital raising activities
Led recruiting efforts for 70 college students
Senior Associate – Audit, PricewaterhouseCoopers, USA
Supervised 10 associates performing audit procedures
Obtained Certified Public Accountant license (Oregon, USA)
Career interests
Social entrepreneurship; social finance; impact investing; sustainability; technology

Sandra Phillips USA

Sandra.Phillips.mba2017@said.oxford.edu
Ithaca College, USA, BA English (cum laude)
Languages: French
Consultant and Project Manager, Solar Electric Light Fund, Benin
Managed all in-country projects, including nearly US$500k in new installations and a UN Climate Change Secretariat award-winning project
Designed a garden production and market survey and hired, trained, and supervised its 18 enumerators and five monitors
Engineered Beninese NGO partner’s board restructuring, brokering access for women elected by its beneficiaries
Founding National Coordinator – GLOW, Tongan Ministry of Internal Affairs, Tonga
Instituted GLOW; leading seven planning teams of up to 48 people in implementing nine camps at four sites, accessing beneficiaries from 71% of middle schools and 100% of religious groups
Career interests
Consulting; social entrepreneurship; project management; civil service/government

Edwin Poh Singapore

Edwin.Poh.mba2017@said.oxford.edu
Singapore Management University, Singapore, BA Accountancy (Second Major in Finance)
Languages: Chinese
Junior Investment Consultant, Credit Suisse, Singapore
Recommended clients on investment strategies and solutions as part of external asset managers’ team, generating CHF500k in weekly revenues
Provided market insights and shared tactical opportunities with clients
Private Bank Dealer, DBS Bank, Singapore
Performed trade execution across multi-asset classes
Advised clients on market liquidity and algorithmic order strategies
Trader, Philip Capital, Singapore
Managed US$1bn long-short Singapore equity trading book focused on short-term profits
Exploited arbitrage trading opportunities in corporate action and M&A events
Led trading desk’s evaluation of initial public offerings for firm’s long-term fund
Career interests
Private equity, corporate finance; portfolio management; fintech

Koranid Poomviset Thailand

Koranid.Poomviset.mba2017@said.oxford.edu
Chulalongkorn University, Thailand, BA (Hons) (Major: Accounting); University of Maryland, College Park, USA, Exchange Program; CFA Level 1
Languages: Thai
Global Relationship Manager, Bank of Ayudhya (MUFG), Thailand
Closed nearly £100m in SE Asia corporate financing with focus on Cambodia, Laos PDR, Myanmar and Vietnam, reporting directly to CEO
Founded Krungsri International Advisory to promote South East Asia trade and investment flows, coordinating with key MUFG stakeholders and Bank of Ayudhya’s executive offices
Associate Consultant (Strategy and Finance), Tractus Asia, Thailand
Advised world’s leading logistics provider in soliciting change of multimodal Indochina transportation policies in Thailand
Led M&A due diligence and valuation of dialysis business targeted by leading German-based global healthcare company (annual turnover of £1bn)
Career interests
Investment banking; private equity; management consulting; impact investing

Sandra Posern Germany

Sandra.Posern.mba2017@said.oxford.edu
University of Mannheim, Germany, BSc Business Administration; Mahidol University, Thailand, Exchange Program; CFA Level 1
Languages: German, French
Senior Consultant, Monitor Deloitte, Germany
Advised clients on business strategies with focus on growth, organisational design and process optimisation, chemical and non-profit
Led junior team to develop digital strategy in collaboration with executive team of seven
Consultant and Project Manager, Solar Electric Light Fund, Benin
Managed all in-country projects, including nearly US$500k in new installations and a UN Climate Change Secretariat award-winning project
Designed a garden production and market survey and hired, trained, and supervised its 18 enumerators and five monitors
Engineered Beninese NGO partner’s board restructuring, brokering access for women elected by its beneficiaries
Founding National Coordinator – GLOW, Tongan Ministry of Internal Affairs, Tonga
Instituted GLOW; leading seven planning teams of up to 48 people in implementing nine camps at four sites, accessing beneficiaries from 71% of middle schools and 100% of religious groups
Career interests
Consulting; social entrepreneurship; project management; civil service/government

Sandra Phillips USA

Sandra.Phillips.mba2017@said.oxford.edu
Ithaca College, USA, BA English (cum laude)
Languages: French
Consultant and Project Manager, Solar Electric Light Fund, Benin
Managed all in-country projects, including nearly US$500k in new installations and a UN Climate Change Secretariat award-winning project
Designed a garden production and market survey and hired, trained, and supervised its 18 enumerators and five monitors
Engineered Beninese NGO partner’s board restructuring, brokering access for women elected by its beneficiaries
Founding National Coordinator – GLOW, Tongan Ministry of Internal Affairs, Tonga
Instituted GLOW; leading seven planning teams of up to 48 people in implementing nine camps at four sites, accessing beneficiaries from 71% of middle schools and 100% of religious groups
Career interests
Consulting; social entrepreneurship; project management; civil service/government
Napala R Pratini USA, UK Work Authorisation

Napala.Pratini.mba2017@said.oxford.edu

Saint Mary’s College of California, USA, BS (summa cum laude) Biochemistry

Marketing Consultant, Self-Employed, USA

Tested new paid and organic marketing strategies for 10+ technology clients.
Delivered strategy recommendations across the marketing spectrum; provided product marketing and positioning guidance.

Marketing Specialist, Earnest, USA

Negotiated and maintained content partnerships with 10+ brands and media sites.
Led SEO strategy to grow website traffic by 10x.
Managed cross-functional teams to secure coverage in Inc., Fortune, Vice and others.

Associate, NorthVault, USA

Led marketing and customer success for B2B product, achieving >15% employee engagement (well above industry average) for six pilot customers.
Grew website traffic by 10x in one year; scaled content production 20x; launched and directed monetisation efforts through affiliate partners.

Career interests
Entrepreneurship; venture capital; sustainability; fashion; technology

Tara Protheroe UK

Tara.Protheroe.mba2017@said.oxford.edu

University of York, UK, BA (Hons) English Literature

Senior Innovation Officer, Cancer Research UK, United Kingdom

Launched Community Health Volunteers project to activate cancer-focused health advocates across the UK.
Developed new health information products using lean methodology.
Win NHS England’s Obesity Data Challenge.

Development Manager, Cancer Research UK, United Kingdom

Co-ordinated efforts to acquire funding partners for Grand Challenge, a flagship research grant.
Informing conversations with potential partners, helping secure £20m.

Graduate Trainee, Cancer Research UK, United Kingdom

Undertook competitive rotational programme.
Delivered three projects: global fundraising, digital personalisation and talent development.

Career interests
Innovation strategy; technology; healthcare; marketing

Alvin Puspowidjono Indonesia

Alvin.Puspowidjono.mba2017@said.oxford.edu

University of New South Wales, Australia, BA Psychology

Languages: Indonesian

Product Manager, Asia Pulp & Paper, Indonesia

Managed profitability of photocopier paper portfolio, with production output of 1.1m tons and revenue of US$960m p.a.
Streamlined product grades per machine, resulting in >20% increase in total efficiency.
Led transformation from production-focused to consumer-driven business model.

Sales Manager, Asia Pulp & Paper, Indonesia

Achieved 30% sales growth by implementing comprehensive go-to-market strategy.
Attained breakthrough ventures in USA, gaining revenue increase of US$250m p.a.

Business Analyst, Asia Pulp & Paper, Indonesia

Instituted cost benchmarking to enhance cost optimisation across three mills.

Career interests
Portfolio management; management consulting; consumer goods; pharmaceuticals

Aamir Rahaman India

Aamir.Rahaman.mba2017@said.oxford.edu

Indian Institute of Technology Madras, India, BTech Chemical Engineering

Languages: Hindi, Urdu, Telugu

Quality Engineer Functional, Misys Financial Software, India

Owned and managed product releases, ensuring timely delivery to clients.
Executed test plans for customer-issued issues and improved defect pass percentage to >95%.
Subject matter expert for third party funding functionality.
Mentored and provided functional training to new recruits and interns.

Associate Quality Engineer, Misys Financial Software, India

Spearheaded code coverage project for Loan IQ, used by leading financial institutions for servicing commercial loans.
Improved code coverage of an integral module to over 80% by analysing source codes.
Achieved a defect outflow of over 30 defects per month consistently.

Career interests
Technology; product management; fintech; corporate finance; innovation strategy

Bart Rajappan Singapore, Australia Work Authorisation

Bart.Rajappan.mba2017@said.oxford.edu

University of Sydney, Australia, BEng (Hons) Mechanical Engineering

Languages: Tamil

Projects Manager WA/SA, Caltex, Australia

Spearheaded diesel filtration into Caltex and executed penetration project at AU$38m.
Operations Management for six terminals with throughput totalising 40mL.
Oversee projects portfolio for regions ranging AU$3m–15m p.a.

Contracts Manager, Caltex, Australia

Site Manager for AU$45m project.
Supervised works for 80+ contractors.
Project delivered on time and 6% under budget.

Procurement Advisor, Caltex, Australia

Negotiated refinery contracts, realising AU$4.5m in savings.
Piloted Services Panel strategy rollout which realised 10% annual savings.

Career interests
Renewable energy; private equity; mergers and acquisitions

Rohit Rajkumar India

Rohit.Rajkumar.mba2017@said.oxford.edu

Birla Institute of Technology and Science, India, BE (Hons) Electronics and Communications Engineering

Languages: Hindi, Malayalam, Tamil

Assistant Manager, Deloitte, India

Led a three-person risk assessment review for revenue generation of an Indian international airport with a turnover of US$230m.
Implemented review of procure-to-pay process of renowned Indian hospital chain, generating US$200m turnover.

Consultant, EY, India

Led internal reviews for Dutch commercial transportation giant across six countries, highlighting savings up to US$1.8m.
Reviewed order-to-cash process for the largest Indian steel manufacturer, with turnover of US$23bn.
Recruited as Associate Consultant and promoted to Consultant in one year, for high performance.

Intern, Punjab National Bank, India

Evaluated techno-economic viability of client projects in energy and beverages sector.

Career interests
Management consulting; risk management
Achyt Ram K M India

Achyt.KannanMaheswaran.mba2017@said.oxford.edu
University of Madras, India, BBA
Languages: Hindi, Tamil
Executive Director, PCK Agro Industries Pvt Ltd, India
Led team of 45, operating traditional Indian snack food business
Set up US$5mn food-manufacturing plant
Conducted training program for 50+ unskilled workers, reducing labour costs by 40%
Executive Council Member, P C Kannan & Co, India
Member of apex decision-making body of US$2bn business group
Co-managed US$2mn family fund
Associate, D E Shaw & Co, India
Co-managed US$5m family fund

Career interests
Entrepreneurship; business strategy; fast moving consumer goods, retail

Tara Ramanathan USA

Tara.Ramanathan.mba2017@said.oxford.edu
University of California, San Diego, USA, BA Economics
Program Director, Nexleaf Analytics, USA/India/Nigeria
Designed Sensor-Enabled Climate Financing programme; has equipped 700+ rural woman with clean cooking, improving adoption from 10% to approx 90%
Developed partnership with Vodafone mPesa in India to get climate credit payments directly to 100+ rural women’s mobile phones
Presented research findings and disseminated lessons learned at COP 52 (UN Climate Change Conference); published a peer-reviewed paper in Nature Climate Change
Increased annual funding by four in last two years
Global Convener (Elected), International Standards Organization (ISO), USA/Globally
Multilateral agreement to develop and lead a document to standardise international protocols to test the impact of clean cookstoves
FACilitated meetings with organisations from 85 countries including WHO and World Bank.

Career interests
Climate financing; renewable energy; impact investing; entrepreneurship; international development

Riazul Raquib UK, USA

Riazul.Raquib.mba2017@said.oxford.edu
American University, USA, BA Psychology (Minor: Finance)
Associate Investment Director – Middle East and Africa Practice, Cambridge Associates, London
Strategy, investment policy and governance development for GCC institutional clients
Advised on US$1bn debt restructuring for a Saudi family office; obtained approval by presenting findings to 15-member family council
Co-authored report on shariah-compliant portfolio construction across asset classes; this contributed to gaining US$2bn in new revenue per annum

Senior Investment Associate/Investment Associate, Cambridge Associates, London
Created strategy for real-estate endowment to distribute US$100mn dividends per annum by 2020
Led governance study for a GCC central bank to better understand delegation of authority across peers
Recruited >10 of 20 new associates in 2 years

Career interests
Strategy consulting; investment banking; equity/debt capital markets; Islamic finance

Shreyas Ramesh Australia, UK Work Authorisation

Shreyas.Ramesh.mba2017@said.oxford.edu
Monash University, Australia, LLB/BComm Chartered Accountant; Australian Lawyer
Assistant Manager, KPMG, Australia
Mentored junior staff to develop tax and client-facing capability, contributing to improvement
Developed university’s tax and operational strategy for educational programmes in Asia
Co-designed tax policy of state government’s solar power feed-in-tariff repurchase scheme
Advised mining company of structure and obtained concessional tax treatment of AUS1m
Senior Law Interpretation Officer, Australian Public Service, Australia
Delivered training session for 250 colleagues on tax implications of new prudential standards
Facilitated end-to-end engagement and tax review of telecom firm’s AUS866mn acquisition
Law Interpretation Officer, Australian Public Service, Australia
Managed stakeholders in a mutually owned credit union’s AUS200mn hybrid note issuance

Career interests
Business development; business strategy; consulting; charity; not for profit; development

Stojan Regodic Serbia, Switzerland

Stojan.Regodic.mba2017@said.oxford.edu
Lucerne University of Applied Sciences, Switzerland, BSc International Management and Economics; Dowling College, USA, BBA (Hons) Finance
Languages: German, Serbian, Croatian
Institutional Equity Sales, Morgan Stanley, Switzerland
Advised institutional clients inc largest banks, asset managers and hedge funds on global equities, macro and strategy research
Oversees equity funds with total AUM of CHF7bn, targeting specific themes in technology, robotics, security and clean energy sector, aiming to capitalise on structural shifts
Liaised with equity research analysts to form investment cases and highlight alpha-generating investment opportunities to clients

Junior Advisor for Finance to Deputy Prime Minister, Government of Serbia, Serbia
Advised Deputy Prime Minister of Serbia on financial and economic issues
Negotiated Serbia’s accession to the European Union, granting Serbia country-candidate membership status by unanimous decision

Career interests
Private equity; mergers and acquisitions; hedge fund; strategy

Jared Retka USA

Jared.Retka.mba2017@said.oxford.edu
University of Oxford, UK, MSc Biodiversity, Conservation and Management; University of Minnesota Duluth, USA, BS (Hons) Biology
Researcher, DNC, USA
Collected and compiled critical information for a national political campaign
Researched topics that helped define strategy for 2016 presidential election and beyond

Organiser, Hillary for America, USA
Executed aggressive GOTV operations in three key primary and caucus states
Built for and oversaw more than 10 high-profile principal and surrogate events
Discovered and built relationships with campaign supporters and empowered volunteers to take action in their communities
Environmental Stewardship Intern, Clinton Global Initiative, USA
Recruited over 120 corporate, nonprofit, and government organisations for conference on ocean sustainability

Career interests
Sustainability; data and technology; social entrepreneurship

Career interests
Entrepreneurship; business strategy; fast moving consumer goods, retail
Rodrigo Reyes Izquierdo  Mexico
Hector.Reyesizquierdo.mba2017@said.oxford.edu
Universidad del Valle de Mexico, Mexico, BA Business Administration
Languages: Spanish, Russian
Key accounts manager, Bensire, Mexico
Led team of four to develop growth strategies
Started online sales channel, increasing total sales by more than 5%
Sales executive, Bensire, Mexico
Achieved highest sales in company; worked with team of six to create new sales strategies
Reached out to important clients and established mutual collaboration with the company
Assistant Production Manager, TV Azteca, Mexico
Managed daily budget for a TV show
Mediated between production department and actors
Reduced expenditure of show while maintaining ratings
Career interests
Digital marketing; entrepreneurship, private equity

Alberto Rodriguez  Spain, Dominican Republic
Alberto.Rodriguez.mba2017@said.oxford.edu
Bentley University, USA, BS Economic Analysis, LISM Global Perspectives
Languages: Spanish, French, Italian
Junior Trader, United Capital, DR
Administered US$1.45m portfolio through purchase and sale of fixed income securities
Created tool for yearly trade trends, behaviour and corporate clients’ participation analysis
Strategy and Operations Associate, KPMG, DR
Performed feasibility studies to advise a global 500 company on energy investments
Developed activity-based costing model for cement industry client
Led pension funds regulator strategic plan and annual operative plan creation and execution
Strategy and Operations Analyst, KPMG, DR
Managed projects on financial institutions’ compliance and adoption of new regulations
Built and developed working papers, status reports, WBSIs while acting as PMO
Career interests
Investment banking; private equity, corporate finance; private banking; asset management

Isadora Ruiz Dias  Brazil
Isadora.RuizDias.mba2017@said.oxford.edu
Universidade de Sao Paulo, Brazil, Specialist Project Management; Universidade Estadual de Maringá, Brazil, BSc Architecture and Urban Planning
Languages: Portuguese, Spanish
Performance Coordinator, Brookfield Incorporações, Brazil
Managed performance of 50+ technicians in 250 projects and BRL R$90m budget
20% improvement in customer service quality
Designed a mobile platform for technicians, reducing time taken to attend requests by 40%
Internal Consultant – Design/Construction areas, Brookfield Incorporações, Brazil
Led a project to implement management tools, resulting in 15% less arrears with contractors
Controlled 50 projects, coordinating guidelines for design management for 20+ architects
Yellow Belt Six Sigma by re-shaping processes
Career interests
Real estate; project management; consulting; product development; social impact

Gerardo Ruiz  Peru, Germany
Gerardo.Ruiz.mba2017@said.oxford.edu
Esan Business School, Peru, MSc Finance; University of Lima, Peru, BSc Industrial Engineering
Languages: Spanish
Private Label Product Mgr – Basic & Import Goods, Supermercados Penauños, Peru
Over saw the importation of greatest number of new products in SPBPA history, US$2m in 2016
Increased sales by 38% in 2016
Improved negotiations with suppliers, US$7.5m in 2016
Private Label Product Mgr – Special Goods, Supermercados Penauños, Peru
Launched largest number of private-label products in one year – over 100 references
Increased promotions (sweet bread) sales from 0.6m units to 3m in three years
Increased sales by 30% and margin contribution by 75% in 1.5 years
Commercial Analyst, Petrolera Transoceanica, Peru
Exceeded annual quota, increased 10%
Career interests
Private equity; technology; corporate finance; consumer goods; retail

Ladan Sadri  Brazil
Ladan.Sadri.mba2017@said.oxford.edu
FGV, Brazil, Specialisation Project Management; University of Brasilia, Brazil, BSc Civil Engineering
Languages: Portuguese
Budget, Cost Control and Planning Engineer, Odebrecht Real Estate Development, Brazil
Instituted supervision programme for US$49.6m commercial complex project, bringing it 4.1% ahead of schedule in first year, and promoting cost reduction of 8.1%
Collaborated in contract negotiations with benchmark reports and specifications; developed cash flows of >US$80m projects
Detected a US$3m budget gap in a five-star hotel complex project of US$49.5m; applied a new budget control plan, avoiding deficits
Civil Engineer Trainee, Odebrecht Real Estate Development, Brazil
Set execution strategies based on team productivity analysis and critical path mapping
Designed visual schedule map and data monitoring spreadsheets
Career interests
Construction; proposed 6 improvement projects

Rohit Sajja  India
Rohit.Sajja.mba2017@said.oxford.edu
USC, USA, MS Engineering Management; VIT University, India, B Tech Mechanical Engineering
Languages: Hindi, Telugu, Tamil
Vice President – Global Operations, Power Mech Projects, India
Led construction of 2,640MW oil-fired power plant valued at US$39.5m, in Shuqaiq, KSA
Realising a gas turbine maintenance project, valued US$35m per year, in Dubai, UAE
Member of core team managing the IPO; issue over-subscribed by 38 times
Associate from the CMD office, Power Mech Projects, India
Set up branch of the parent company in Abu Dhabi, UAE
Co-led two gas turbine overhauling projects, valued US$410k each, in Dubai, UAE
Planning and Cost Control Engineer, Power Mech Projects, India
Planned construction activities of 800MW super-critical boiler; Used PERT and CPM techniques
Over saw budget and cash flow of the project
Career interests
Strategy; corporate finance; renewable energy; global business and policies; energy and resources
Christopher Schilddt USA

Christopher.Schilddt.mba2017@said.oxford.edu

Princeton University, USA, MA Public Affairs; Yale University, USA, BA (Hons) Economics and International Studies

Central Intelligence Agency, USA

Executive Advisor to the Director, CIA

Briefed the Director daily on major technical and geographic developments

Engaged senior leaders and experts to prepare Director for policy meetings

Chief, Technology Development and Integration

Led design and deployment of four new technologies for covert operations

Managed a multimillion-dollar budget and multidisciplinary teams

Technical Operations Officer

Led multidisciplinary tactical teams to conduct 25+ high-risk, high-stress field operations

Analysed and solved complex operational problems

Economic Analyst

Advised the White House on foreign financial and economic threats to national security

Career interests

Technology; strategy; consulting; general management; entrepreneurship

Kim Scriven United Kingdom

Kim.Scriven.mba2017@said.oxford.edu

University of Turin, Italy, MA Peacekeeping; University of Sussex, UK, BA International Relations

Director, Rising Fish, South Africa

Established an independent consultancy supporting innovation in the aid sector

Delivering expert analysis and advice to businesses, NGOs, UN agencies

Developed innovation funding and support mechanisms for leading agencies

Humanitarian Innovation Fund Manager, Ethra, UK

Leader of initiative funding early-stage innovations in humanitarian aid

Responsible for a total budget of £16m

Led team of seven innovation professionals

Research & Innovation Officer, ALNAP, UK

A leader in establishing the humanitarian innovation policy agenda

Led government disaster management stream

Published research on crisis leadership, coordination and networks

Career interests

Impact investing, innovation strategy, social entrepreneurship, technology

Sidhya Senani India

Sidhya.Senani.mba2017@said.oxford.edu

University of Delhi, India, BCom (Hons)

Languages: Hindi

Founder, CEO, The VITS School, India

Created blueprint for school's operation and set up school from scratch, from overseeing civil work of the building to setting up coursework and processes

Conducted workshops for potential parents to raise awareness about the unconventional philosophy of the school, current strength -250

Consultant, UnLimited Tamil Nadu, India

Engaged in coaching, supervising workshops, fundraising and setting up peer learning platform for three social startups; sales of two of these increased by 50%

Project Manager, Placement Linked Skill Development Project for Below Poverty Line Rural Youth, India

Lead team of 25; trained and placed 2,000 rural youth in various skills of civil construction

Set up post-placement support mechanism to ensure retention of the youth in their jobs

Career interests

Social entrepreneurship; social finance; sustainability; education; environment

Aya Jennifer Sakaguchi USA, Japan

Aya.Sakaguchi.mba2017@said.oxford.edu

Harvard University, USA, EdM Technology, Innovation, Education; Bowdoin College, USA, BA (Hons)

Government and French

Languages: Japanese, French

Head of Customer Success, NovoEd, USA

Established customer success function and led team of three specialists

Increased customer revenue renewal by 1.95%

Managed portfolio of all 45+ customers worth US$1.5m, including IDEO, Comcast, Nestlé, GE, Wells Fargo Bank, and Stanford GSBI

Associate – Instructional Programs and Marketing, NovoEd, USA

Analysed organisational structure and created one customer-focused team, reducing internal operational costs by 33%

Developed multi-channel growth marketing strategy for new B2B initiative to increase 60% inbound new sales generation

Partner Ops Coordinator, YouTube, USA

Supervised operational relations with Paramount Pictures; launched territory expansions; grew catalogue 116% in 6 months

Career interests

Consulting; innovation strategy; education; impact investing; venture capital

Jason Saldanha Canada, Portugal

Jason.Saldanha.mba2017@said.oxford.edu

Queen’s University, Canada, BSic Mechanical Engineering; PEng, Alberta Canada; PMP

Project Engineer, TransCanada Pipelines Ltd, Canada

Developed scope and managed stakeholder expectations for CA$61m pilot modular project, allowing potential future savings of CA$31m

Led department standardisation, resulting in ~CA$1m in engineering savings for succeeding projects

Directed engineering of compression programme consisting of three stations in British Columbia, Canada

Process Engineer, Bantrel, Canada

Developed a more advanced action-tracking system utilised on a CA$40m+ oil sands facility to ensure safe and efficient operation

Partnered with Business Development Group to improve inter-company communication and educate various departments on project profiles

Taught educational seminar for peers on chemical injection in water treatment facilities

Career interests

Management consulting; corporate strategy; sustainability; renewable energy; global development; technology

Michael Sartiano USA

Michael.Sartiano.mba2017@said.oxford.edu

Bryant University, USA, BS Business Administration

Pre-MBA Intern, Q Squared Capital, USA

Launched US business for a machine-learning long/short equity hedge fund

Raised outside capital for founders’ share class

Created all marketing materials (pitch book, monthly commentary) and budget for US office

Associate Vice President, Abbey Capital, USA

Responsible for increasing sales and managing client relationships

Raised over US$650m in 2015, including a US$500m customised hedge fund solution; raised over US$400m in 2016 and 2017

Managed team of sales associates; oversaw hiring and training programme

Associate, Morgan Stanley, USA

Drove investment solutions for pension funds, foundations/ endowment and high net-worth individuals

Member of investment committee overseeing US$37bn

Career interests

Asset management; private equity; venture capital; business development; strategy

Jason Saldanha Canada, Portugal

Jason.Saldanha.mba2017@said.oxford.edu

Queen’s University, Canada, BSic Mechanical Engineering; PEng, Alberta Canada; PMP

Project Engineer, TransCanada Pipelines Ltd, Canada

Developed scope and managed stakeholder expectations for CA$61m pilot modular project, allowing potential future savings of CA$31m

Led department standardisation, resulting in ~CA$1m in engineering savings for succeeding projects

Directed engineering of compression programme consisting of three stations in British Columbia, Canada

Process Engineer, Bantrel, Canada

Developed a more advanced action-tracking system utilised on a CA$40m+ oil sands facility to ensure safe and efficient operation

Partnered with Business Development Group to improve inter-company communication and educate various departments on project profiles

Taught educational seminar for peers on chemical injection in water treatment facilities

Career interests

Management consulting; corporate strategy; sustainability; renewable energy; global development; technology

Michael Sartiano USA

Michael.Sartiano.mba2017@said.oxford.edu

Bryant University, USA, BS Business Administration

Pre-MBA Intern, Q Squared Capital, USA

Launched US business for a machine-learning long/short equity hedge fund

Raised outside capital for founders’ share class

Created all marketing materials (pitch book, monthly commentary) and budget for US office

Associate Vice President, Abbey Capital, USA

Responsible for increasing sales and managing client relationships

Raised over US$650m in 2015, including a US$500m customised hedge fund solution; raised over US$400m in 2016 and 2017

Managed team of sales associates; oversaw hiring and training programme

Associate, Morgan Stanley, USA

Drove investment solutions for pension funds, foundations/ endowment and high net-worth individuals

Member of investment committee overseeing US$37bn

Career interests

Asset management; private equity; venture capital; business development; strategy

Kim Scriven United Kingdom

Kim.Scriven.mba2017@said.oxford.edu

University of Turin, Italy, MA Peacekeeping; University of Sussex, UK, BA International Relations

Director, Rising Fish, South Africa

Established an independent consultancy supporting innovation in the aid sector

Delivering expert analysis and advice to businesses, NGOs, UN agencies

Developed innovation funding and support mechanisms for leading agencies

Humanitarian Innovation Fund Manager, Ethra, UK

Leader of initiative funding early-stage innovations in humanitarian aid

Responsible for a total budget of £16m

Led team of seven innovation professionals

Research & Innovation Officer, ALNAP, UK

A leader in establishing the humanitarian innovation policy agenda

Led government disaster management stream

Published research on crisis leadership, coordination and networks

Career interests

Impact investing, innovation strategy, social entrepreneurship, technology

Sidhya Senani India

Sidhya.Senani.mba2017@said.oxford.edu

University of Delhi, India, BCom (Hons)

Languages: Hindi

Founder, CEO, The VITS School, India

Created blueprint for school’s operation and set up school from scratch, from overseeing civil work of the building to setting up coursework and processes

Conducted workshops for potential parents to raise awareness about the unconventional philosophy of the school, current strength -250

Consultant, UnLimited Tamil Nadu, India

Engaged in coaching, supervising workshops, fundraising and setting up peer learning platform for three social startups; sales of two of these increased by 50%

Project Manager, Placement Linked Skill Development Project for Below Poverty Line Rural Youth, India

Led team of 25; trained and placed 2,000 rural youth in various skills of civil construction

Set up post-placement support mechanism to ensure retention of the youth in their jobs

Career interests

Social entrepreneurship; social finance; sustainability; education; environment

44
Kunal Shah USA

Kunal.Shah.mba2017@said.oxford.edu

University of Illinois at Urbana-Champaign, USA, BS Supply Chain Management, BS Finance

Manager, KPMG, USA

Led procurement separation of US$7bn pharmaceutical business

Designated and developed supplier relationship management programme

Managed campus and experienced hire recruiting, hiring of 30+ candidates

Senior Associate, KPMG, USA

Developed supply chain strategy to improve fill rates by 10% and reduce inventory by 20%

Conducted cost take-out assessment resulting in savings targets of US$138m

Associate, KPMG, USA

Designed reverse supply chain network to improve efficiency and increase sustainability

Optimised tactical procurement process resulting in US$14m in savings

Created sales and operating planning process

Career interests

Private equity; venture capital; asset management; healthcare; pharmaceuticals

Marisha N Shakil Ahmad Malaysia

Marisha.ShakilAhmad.mba2017@said.oxford.edu

University College London, UK, BSc Economics

Languages: Malay, Bahasa Indonesia

Product Management Intern, Edirecit, HK/Thailand

Managed product backlog using JIRA in an Agile environment to redevelop web data tracking

Analysed >100k user data to design and implement AB testing on homepage

Advised CEO on regulatory strategy in six Asian markets for US$10m expansion proposal

Consultant, Grab (Uber’s rival), Indonesia

Led cross-functional regional team to develop the country strategy for a driver loyalty program

Led loyalty programme rollout to 200k drivers – reduced cost by 9% and increased rides by 5%

Analyst, Central Bank of Malaysia, Malaysia

Reviewed seven national legislations; devised regulatory roadmap for US$200bn sector

Led and pioneered national systemic risk model to quantify risks to financial system

Co-ordinated 16 central banks to analyse and profile shadow banks in Asia for the G20

Career interests

Product management; technology; digital innovation; business strategy; fintech

Aparna Shrivastava USA, India

Aparna.Shrivastava.mba2017@said.oxford.edu

Oregon State University, USA, BSc Mechanical Engineering (Minor: Environmental Engineering, Women’s Studies)

Languages: Hindi

Founder and Executive Director, LensShift, Kenya

Building first comprehensive resource hub addressing misguided development work

Explored and instituted network of key partners including NHR, Peace Corps

Managing Director, WASH United Africa, Kenya

Founded regional office overseeing programming across Sub-Saharan Africa

Over-sight & management of budget of >US$7m

Engaged local government agencies to ensure sustained impact of programming

Programmes Manager, Nirmal Bharat Yatra, India

Developed and implemented pilot WASH in Schools programme reaching over 8k students and 300 teachers across India

Coordinated with external research partners for monitoring and evaluation

Career interests

Strategy; consulting; social entrepreneurship; impact investing

Katie-Coral Sicora USA

Katie-Coral.Sicora.mba2017@said.oxford.edu

University of Oxford, UK, MSc Nature, Society and Environmental Governance; Emerson College, Boston, USA, BS Political Communication

Senior Marketing Specialist, Experiential Marketing (Programme Manager), Bluebeam Software, USA

Led global strategy, innovation and programme management for experiential brand marketing team with US$2m+ budget

Produced seven global conferences, three product launch programmes and 50+ trade shows

Launched new integrated marketing team

Communication, Brand and Marketing Manager, Dedosse, USA

Established marketing department at software startup, led inbound and digital strategy and content production

Market Research and Operations Manager/Strategic Communication Associate, Mesiansky + Partners, USA

Led strategy and operations for global market research and messaging firm

Career interests

General management; tech innovation; brand management; strategy; sustainability

Katie Slenker USA

Katie.Slenker.MBA2017@said.oxford.edu

Columbia University, USA, MA Business Psychology; George Mason University, USA, BA Psychology (summa cum laude)

Lead Research Associate, Global Knowledge Manager (Nonprofit), Korn Ferry International, USA

Led research teams in identifying ‘best in class’ candidates for over 150 C-level positions

Identified over 100 candidates who were interviewed or hired for C-level positions

Implemented multiple process-based best practices to enhance efficiency of research

Associate Project Manager, Slenker Communities, USA

Developed and implemented pilot WASH in Schools programme reaching over 8k students and 300 teachers across India

Oversight & management of budget of >US$7m

Engaged local government agencies to ensure sustained impact of programming

Career interests

Strategy; consulting; social entrepreneurship; impact investing

Anders Smedsrud Norway, USA Work Authorisation

Anders.Smedsrud.mba2017@said.oxford.edu

Columbia University, USA, BA History, Business Management

Languages: Norwegian

Associate, Citigroup, USA and UK

Managed structured products and derivatives sales coverage for 20+ institutional clients; increased business revenue from US$100k to over US$1m in one year

Structured investments across asset classes including equities, rates, commodities and hybrids, utilising derivatives pricing and modelling

Led efforts to implement green investment opportunities through structured products, taking it from idea generation to execution

Summer Analyst, SEB Enskilda, Norway

Initiated research coverage on two companies with financial valuation models, resulting in accurate price forecasting

Analysed and presented equity derivative hedging strategies, of which three were further developed and implemented

Career interests

Private equity; impact investing; asset management; venture capital; financial markets
Jennifer Snape, USA, UK

Jennifer.Snape.mba2017@said.oxford.edu

University of Pennsylvania, USA, Executive Program in Social Impact Strategy; London School of Economics, UK, BSc (Hons) Managerial Economics and Strategy

Languages: Polish

Senior Associate, PwC, USA

Co-author in thought leadership publication: "Optimizing the Balance Sheet" Consulted on US capital and liquidity regulatory requirements for six G-SIFIs

Served as Communications Chair for the FS Academy (approx 3,000 associates)

Project Manager, Smoking Mirror Productions, Poland

Developed business plan for private and government sponsored investment of museum

Organised book launch, social media and kick-starter campaign (raising US$30k)

Program Assistant, AMAR International, UK

Wrote government grants and increased AMAR's exposure to the US NGO environment (increased donations 450%)

Career interests

Impact investing; social finance; business strategy; behavioural economics; developmental economics

Akira Sonoda, Japan

Akira.Sonoda.mba2017@said.oxford.edu

University of Tokyo, Japan, BA Law

Languages: Japanese

Operations Planner, Bank of Japan, Japan

Established new collateral facilities where banks can borrow additional US$120bn from central bank of Japan (BOJ)

Assessed market/credit risk of US$600bn collateral BOJ accepted

Conducted research on monetary policy framework with other major central banks

Economist, Bank of Japan, Japan

Led team of five and published report based on interviews with leading CEOs

Assessed and forecasted regional economic condition

Conducted research on how bank asset management changed

Statistics Analyst, Bank of Japan, Japan

Established three new items on cross-border statistics (US$2.4bn impact on annual GDP in Japan)

Career interests

Health care; consulting; technology; strategy

Gaurav Sood, India

Gaurav.Sood.mba2017@said.oxford.edu

St Stephen's College, Delhi University, India, BA (Hons) Economics

Languages: Hindi

Acting Managing Director, Rishi Auto Sales, India

Restructured failing automotive company for its first profitable quarter in three years

Coordinated credit recovery drive to reduce company's bad debts by 50%

Expanded operation by launching Light Commercial Vehicles Division, enriching our market presence by 30%

Management Consultant, McKinsey & Company, India

Developed strategies to double the revenue of a multinational P&G's product segment

Formulated strategies to reduce indirect spend across eight group companies of national corporation

Introduced new sales culture in a bank to provide superior customer service and improve sales of ancillary products.

Career interests

Consulting; private equity; venture capital; social entrepreneurship

Nirvani Sookdeo, Trinidad

Nirvani.Sookdeo.mba2017@said.oxford.edu

University of Toronto, Canada, BCom Finance and Economics; CPA Level II

Strategic Business Analyst, VENTURE Credit Union, Trinidad

Managed US$80m investment portfolio; supervising two analysts

Led team of six to review and optimise lending and teller procedures

Assessed feasibility of expansion to new location via acquisition of US$10m credit union

Investment/ Research Analyst, VENTURE Credit Union, Trinidad

Evaluated and made recommendations on investment opportunities (two proposals/ week)

Derived and maintained Discounted Cash Flow and Multiplikes Valuation models

Prepared monthly ALCO and board reports

Finance Professional, Unit Trust Corporation, Trinidad

Developed methodology and estimated cost of capital for private mutual fund company

Derived financial models to forecast purchases and sales of mutual fund units

Career interests

Corporate finance; asset management; analytical finance

Sarath Sreekumar, India, UK Work Authorisation

Sarath.Sreekumar.mba2017@said.oxford.edu

Loughborough University, UK, MSc Mechanical Engineering; Amrita University, India, BTech Mechanical Engineering

Languages: Hindi, Tamil, Malayalam

Project Manager, Doosan Babcock, UAE

Led site activities for £3m welding project at world’s largest gas-to-liquid plant for Shell

Created strategy for asset management division to guide three-year Integrity roadmap

Integrity Consultant, MR Vision, UAE

Developed integrity management activities for organisation; supervised two engineers

Spearheaded and delivered three bids for two government projects valued up to US$1m

Senior Integrity Engineer, Atkins, UK

Led delivery of specialist consultancy services for Shell, BP, Centrica, Talisman, BBL, Premier Oil, worth up to £100k; supervised 2 interns

Senior Mechanical Engineer, Larsen & Toubro, India

Optimised installation of mechanical packages with direct supervision of eight subcontracting agencies; managed two clients and authorities

Career interests

Management consulting; technology; energy

Nikita Srinivasan, USA, India Work Authorisation

Nikita.Srinivasan.mba2017@said.oxford.edu

Georgetown University, USA, BS International Health

Languages: French, Tamil, Hindi

Business Systems Analyst, Valetude, USA

Collaborated with client and internal team to develop new product offerings, allowing entry into four new markets

Facilitated engineering and operations teams to allow rapid updates to software and onboarding of two new clients

Built SQL-based tools to capture missed opportunities, saving over US$50m per hospital

Performance Improvement Analyst, Cambridge Health Alliance, USA

Led team of 20 to design and implement quality improvement led to projects worth >US$5m

Created data-driven solutions to improve operational efficiency and increase performance on initiatives tied to US$80m government contracts

Trained over 200 staff members on quality improvement principles and led teams of interns on quality improvement projects

Career interests

Entrepreneurship; technology; healthcare; venture capital; consulting
Stanley Indonesia

Languages: Indonesian, Mandarin

Project Manager, Modalku, Indonesia
Formulated company’s expansion strategy and scaled up operation to three new cities
Designed sales system to ‘predict’ company revenue and conducted user training

Project Management Manager, Asia Pulp & Paper, Indonesia
Led corporate turnaround project in marketing and sales division, including centralisation of sales operation, internal customer service and organisational redesign
Designed and implemented new sales budgeting process to 25 sales offices worldwide

Analyst, Asia Pulp & Paper, Indonesia
Performed cost-benefit analysis with projected cost-saving of US$800k/month
Led initiative to develop company’s first high-end product over six months

Consultant, Ernst & Young, Indonesia
Advised clients across diverse industries on improving internal control and reducing IT risk

Career interests
Consulting; entrepreneurship; strategy; luxury

Colleen Stebbens USA

Languages: Spanish

Global Supervisor / Project Manager, OMD Worldwide, USA
Led Cisco global account communications and delivery for 11+ markets, supervised Global Project Manager
Managed timelines, resources and delivery of media campaigns, with budgets of US$10-50m
Created 15-20 process documents, later adopted by other agencies and client teams

Senior Associate, Project Management, DigitasLBi, USA
Lead PM for entire line of client business, owning projects with budgets of US$200k+
Ran integrated production for 200+ display, website, social and email ad campaigns

Career interests
Management consulting; marketing; operations; brand management; sustainability

William Stormont UK

Languages: Spanish

Venture Associate, Kulczyk Investments/Manta Ray Fund, UK and Poland
Performed initial screening of 430 Polish start-ups as part of the iCredibles programme; worked in collaboration with Google and IBM
Due diligence on 50 tech start-ups, taking three deals worth a combined €17m to close

Founder and Co-facilitator, The Scone Project, UK
Enlisted team of expert co-facilitators and speakers; won US$200k sponsorship from Royal Bank of Canada
Developed highly specialised proprietary content covering key issues
Received feedback of on average 9/10, with 100% Net Promoter Score

Career interests
Venture capital; impact investing

Eric Sukumaran UK

Languages: Malayalam

Founder and Director, The Sol Group, UK
Established renewable energy development and operation company
Initiated US$22m solar project in Madagascar
Raised capital comprising 80% debt and 20% equity from UK, EU and India

Senior Policy Adviser, HM Government, UK
Lead for formulating UK negotiating strategy for Brexit with respect to European funding
Lead for forming UK policy for international climate change negotiations for regulating aviation emissions worldwide
Designed property compensation policy for HS2 railway, saving US$1.5bn

Analyst, Deutsche Bank, USA, Singapore
Undertook commercial valuations on properties worth up to US$300m
Managed dispossession of multiple properties
Wrote restructuring report affecting 50 jobs

Career interests
Renewable energy; impact investing; development finance; innovation

Colleen Stebbens USA

University of San Diego, USA, BBA (Hons) Business Administration (Minor: Spanish)

Global Supervisor / Project Manager, OMD Worldwide, USA
Led Cisco global account communications and delivery for 11+ markets, supervised Global Project Manager
Managed timelines, resources and delivery of media campaigns, with budgets of US$10-50m
Created 15-20 process documents, later adopted by other agencies and client teams

Senior Associate, Project Management, DigitasLBi, USA
Lead PM for entire line of client business, owning projects with budgets of US$200k+
Ran integrated production for 200+ display, website, social and email ad campaigns

Career interests
Management consulting; marketing; operations; brand management; sustainability

William Stormont UK

Durham University, UK, BA Combined Honours Social Science

Venture Associate, Kulczyk Investments/Manta Ray Fund, UK and Poland
Performed initial screening of 430 Polish start-ups as part of the iCredibles programme; worked in collaboration with Google and IBM
Due diligence on 50 tech start-ups, taking three deals worth a combined €17m to close

Founder and Co-facilitator, The Scone Project, UK
Enlisted team of expert co-facilitators and speakers; won US$200k sponsorship from Royal Bank of Canada
Developed highly specialised proprietary content covering key issues
Received feedback of on average 9/10, with 100% Net Promoter Score

Career interests
Venture capital; impact investing

Lionel Sumner UK, Netherlands

Languages: Mandarin, Taiwanese

Geophysicist, Bell Geospace, UK
Promoted after 18 months to establish and manage company’s presence in Asia-Pacific region
Established a new market share in Indonesia in excess of US$3m, within 18 months
Implemented processes that led to 100% of new clients extending or renewing contracts
Managed a team of up to 10 people to complete complex geophysical surveys

Assistant Analyst, HSBC, Taiwan
Managed relationship with 30+ financial institution clients, resetting system mistakes
Received feedback of on average 9/10, with 100% Net Promoter Score

Career interests
Private banking, asset management; private equity; venture capital; financial advisory

Colleen Stebbens USA

University of San Diego, USA, BBA (Hons) Business Administration (Minor: Spanish)

Global Supervisor / Project Manager, OMD Worldwide, USA
Led Cisco global account communications and delivery for 11+ markets, supervised Global Project Manager
Managed timelines, resources and delivery of media campaigns, with budgets of US$10-50m
Created 15-20 process documents, later adopted by other agencies and client teams

Senior Associate, Project Management, DigitasLBi, USA
Lead PM for entire line of client business, owning projects with budgets of US$200k+
Ran integrated production for 200+ display, website, social and email ad campaigns

Career interests
Management consulting; marketing; operations; brand management; sustainability

William Stormont UK

Durham University, UK, BA Combined Honours Social Science

Venture Associate, Kulczyk Investments/Manta Ray Fund, UK and Poland
Performed initial screening of 430 Polish start-ups as part of the iCredibles programme; worked in collaboration with Google and IBM
Due diligence on 50 tech start-ups, taking three deals worth a combined €17m to close

Founder and Co-facilitator, The Scone Project, UK
Enlisted team of expert co-facilitators and speakers; won US$200k sponsorship from Royal Bank of Canada
Developed highly specialised proprietary content covering key issues
Received feedback of on average 9/10, with 100% Net Promoter Score

Career interests
Venture capital; impact investing

Lionel Sumner UK, Netherlands

Imperial College London, UK, BSc Geophysics
Regional Manager Asia-Pacific, Bell Geospace, Malaysia
Co-designed and implemented business strategy for Asia-Pacific region
Established a new market share in Indonesia in excess of US$3m, within 18 months
Implemented processes that led to 100% of new clients extending or renewing contracts
Managed a team of up to 10 people to complete complex geophysical surveys

Assistant Analyst, HSBC, Taiwan
Managed relationship with 30+ financial institution clients, resetting system mistakes

Career interests
Private banking, asset management; private equity; venture capital; financial advisory
Ashley Tabb USA

Ashley.Tabb.mba2017@said.oxford.edu

Virginia Tech, USA, MAEd (Hons) Curriculum and Instruction, BA (Hons) Physics

Consultant, Accenture, USA

Led 30-person Application Delivery team in production issue management
Managed US$75,000 budget; coordinated with senior management and team of 10 to put on a variety of educational and fun events for project

Sr Analyst, Accenture, USA

Served as functional subject-matter expert for financials processing in re-architecture of a complex website processing over US$125m annually.
Designed, tested and drafted documentation for system improvements using the Software Delivery Life Cycle and Agile processes

Oral Conversation Teacher, Shizuoka Board of Education, Japan

Designed and team-taught interactive English lessons and projects for 300+ Japanese students per academic year

Career interests
Consulting; impact investing, innovation strategy, social entrepreneurship, technology

Yik-Hang Tai UK, Hong Kong

Yik.Tai.mba2017@said.oxford.edu

University of Manchester, UK, MPharm (Hons) Pharmacy Languages: Cantonese, Mandarin

Pharmacy Manager, C&T Pharmacy, UK

Developed and implemented strategies to increase revenues and customers by 15%–20%
Supervised management of 1,500+ patients’ medications and handled customer complaints
Oversaw medical stocks and negotiated prices with medical suppliers

Locum Pharmacist, Self-employed, UK

Received repeat assignments from pharmacy owners offering up to 50% higher pay rate than average
Promoted healthy living and educated patients on how medicines work

Pre-registration Pharmacist, C&T Pharmacy, UK

Led team of two to design and perform clinical audit, resulted in better health outcomes for patients
Managed 1,200+ patients’ medications

Career interests
Pharmaceuticals; biotechnology; healthcare

Roberto Talotti UK, Italy, South Africa

Roberto.Talotti.mba2017@said.oxford.edu

University of Cape Town, South Africa, BSc (Hons) Civil Engineering Languages: Italian, Afrikaans

Revenue Manager, AB IndIve, South Africa

Developed and influenced pricing strategies across the Africa Zone, US$3.7bn market
Designed and executed a price discounting tool used to define and track promotion across Africa
Delivered US$20m in incremental gross profit through pricing decisions in Mozambique

Associate, FeverTree, South Africa

Designed and developed pricing tool for US$153m financial services firm
Managed turnaround project workstream of an African Ministry, improving passport processing from three months to five days
Formulated three-year growth strategy for US$1bn multinational construction consortium

Rugby Player, Ari Viadana, Italy

Played rugby professionally in the Italian Super 10, Heineken Cup and Challenge Cup

Career interests
FMCG; M&A; consulting; private equity; renewable energy

Joanna Tam Canada

Joanna.Tam.mba2017@said.oxford.edu

University of Waterloo, Canada, Master of Accounting, BBA/Acc (Major: Accounting; Minor: Fine Arts); CPA, CA; FSA Level II Candidate

Manager, KPMG, Canada

Spearheaded delivery of new multinational account with annual revenues of CA$300m+
Coordinated international team of 16 partners, managers and specialists
Co-led region’s largest private RE account; researched and resolved complex tax and accounting matters for 15 clients
Promoted to Manager for high performance

United Way Campaign Manager and Co-Chair, KPMG, Canada

Managed 100+ volunteers to execute largest regional professional services campaign
Planned campaign goals and strategies; organised firm-wide campaign events
Reported to KPMG Canadian Managing Partner, Community Leadership; liaised with business unit leaders and United Way

Career interests
Impact measurement; non-profit and development work; social finance; sustainability

Jackson Tan Singapore

Jackson.Tan.mba2017@said.oxford.edu

National University of Singapore, Singapore, BSc/Sc (Hons) Economics Languages: Chinese

Head, International Relations, Immigration and Checkpoints Authority, Singapore

Led team to formulate and execute Singapore’s international policies on immigration, citizenship, civil registration and border security
Headed cross-functional team to design future immigration and civil registration services, with concepts to be realised at budget of S$500m

Delegate to UN General Assembly, Singapore Permanent Mission to UN, USA

Negotiated with other UN member states on UN resolutions
Drafted and delivered Singapore’s statement during General Assembly debates on Globalisation and Interdependence

Assistant Director, Ministry of Home Affairs, Singapore

Designed Singapore’s national security policy for public transport sector and national borders

Career interests
Security; management consulting; civil service and government; public-private partnership

Satoshi Tanaka Japan

Satoshi.Tanaka.mba2017@said.oxford.edu

Waseda University, Japan, BA Political Science Languages: Japanese

Marketing Specialist, Mitsubishi Electric, Japan

Won the first project in Taiwan as team
Rosted service business in USA
Acquired new manufacturing and shipping scheme for high demand

Sales and Marketing Specialist, Mitsubishi Electric Power Products Inc, USA

Managed project to create standard technical specification, achieving cost and time savings
Analyzed data for replacement potentials
Led international bid team

Marketing Specialist, Mitsubishi Electric, Japan

Extended sales into growing application
Designed bonus system to stimulate reps
Secured US$26m project in USA, and received Group President Honour

Career interests
Strategy consultancy; think tank; social entrepreneurship
Nicholas Tang | Singapore
Nicholas.Tang.mba2017@said.oxford.edu

University of London, UK, MSc Professional Accounting, CRA: ACCA, CFA, FRM; Nanyang Technological University, Singapore, BBus (Hons); University of London, UK, BSc Banking and Finance (Hons)

Languages: Mandarin

Business Analyst, Extra Space Asia, Singapore
Formulated market entry strategies for Hong Kong, adding 33,000 sf of GFA
Built DCF models for asset acquisition of a Singapore operator, adding 22,800 sf of GFA
Negotiated asset purchase agreements and managed the due diligence process

Lecturer, Singapore Accountancy Academy, Singapore
Lectured for ICL International Programme

Business Analyst, Pan Pacific Hotels Group, Singapore
Initiated automated management reporting using Excel VBA
Facilitated business planning, budgeting and competitive analysis

Career interests
Private equity, real estate; corporate finance; business strategy; corporate development

Thunyathorn Thitithunyapat | Thailand
Thunyathorn.Thitithunyapat.mba2017@said.oxford.edu

Chulalongkorn University, Thailand, BBA Accounting; University of Wisconsin-Madison, USA, Exchange Programme; CPA Level 1

Languages: Thai

Finance and Accounting Director, The Phiphatanakit Textile Co Ltd, Thailand
Implemented several improved internal controls for Thailand’s first private textile mill, protecting US$35m in revenues
Monitored FX rate for export/import positions in USD, EUR, CHF; fixed FX rate in advance

Senior Associate, PwC, Thailand
Led/supervised five associates to perform quarterly reviews and year-end audit of a real-estate client (US$150m in revenue)
Recalculated appraisers’ valuation of fair values of US$160m, using discounted cash flow

Associate, PwC, Thailand
Identified automaker’s overstated revenue of US$700k, a material misstatement, by testing sales accounts receivable cut-off

Career interests
Entrepreneurship; corporate finance; private equity; consulting

Igor Tischenko | Kazakhstan
Igor.Tischenko.mba2017@said.oxford.edu

Claremont McKenna College, USA, BA Economics, BA (Hons) International Relations

Languages: Russian

Associate, Transom Consulting Group, USA
Managed team of analysts in optimising and restructuring operations of three private lenders
Overhauled financial support model for insurance carrier resulting in US$260m savings
Chartered market expansion strategy into seven states, generating US$350m profits over 2 years
Facilitated C-Suite strategy ideation and developed go-forward strategy for US$4bn firm

Conducted financial due diligence on eight acquisition targets in the US$20–$100m range
Developed talent recruitment and development strategy leading to successful hire of 7 analysts

General Affairs Intern, UNDP and INT Poverty Reduction Center, China
Facilitated training on Poverty Reduction Strategy for government officials from Tajikistan and Kazakhstan
Drafted speeches for ministerial level officials and UNDP personal

Career interests
Business strategy; project management; consulting; social impact; entrepreneurship

Thunyathorn Thitithunyapat | Thailand
Thunyathorn.Thitithunyapat.mba2017@said.oxford.edu

Chulalongkorn University, Thailand, BBA Accounting; University of Wisconsin-Madison, USA, Exchange Programme; CPA Level 1

Languages: Thai

Finance and Accounting Director, The Phiphatanakit Textile Co Ltd, Thailand
Implemented several improved internal controls for Thailand’s first private textile mill, protecting US$35m in revenues
Monitored FX rate for export/import positions in USD, EUR, CHF; fixed FX rate in advance

Senior Associate, PwC, Thailand
Led/supervised five associates to perform quarterly reviews and year-end audit of a real-estate client (US$150m in revenue)
Recalculated appraisers’ valuation of fair values of US$160m, using discounted cash flow

Associate, PwC, Thailand
Identified automaker’s overstated revenue of US$700k, a material misstatement, by testing sales accounts receivable cut-off

Career interests
Entrepreneurship; corporate finance; private equity; consulting

Olzhas Tleukhabyluly | Kazakhstan
Olzhas.T.mba2017@said.oxford.edu

Imperial College London, UK, MSc Petroleum Engineering; KBTU, Kazakhstan, BSc Petroleum Engineering and Geoscience

Languages: Russian, Kazakh, Italian (intermediate)

Senior Reservoir engineer, Eni, Milan
Conducted and led several US$500k+ subsurface studies
Developed practical and effective workflows for petroleum reservoir modelling

Defended projects on behalf of the company in technical meetings in front of client companies
Led five knowledge-sharing global webinars on highly technical subjects

Petroleum Engineer, KPO, Kazakhstan
Created and managed integrated asset model as a routine tool for US$10m+ field optimisation studies such as major network and facility de-bottlenecking works
Analysed opportunities to increase NPV of US$5bn+ industrial project on largest gas condensate field in Central Asia

Career interests
Consulting; private equity; energy and resources; project management

Huw Thomas | UK, Ireland
Huw.Thomas.mba2017@said.oxford.edu

University of Edinburgh, UK, MSc Sustainable Energy Systems; University of Limerick, Ireland, BEng Computer Engineering

Languages: German

Electricity Market Design Consultant, Pöyry Management Consulting, UK
Developed electricity market mechanisms for European and African governments

Conducted financial due diligence and project modelling for major investments

Electricity Demand Analyst, National Grid plc, UK
Conceptualised and created multi-decade future energy scenarios to inform UK Government policies
Built national electricity demand model, key for UK capacity market auctions

Investment Team Leader, National Grid plc, UK
Led teams to plan and deliver 10-year portfolio of electricity transmission projects, valued at £150m+
Co-ordinated redesign and redevelopment of project closures process, value £10m+ per year

Career interests
Decarbonisation of energy and food, via social entrepreneurship or venture capital

Huw Thomas | UK, Ireland
Huw.Thomas.mba2017@said.oxford.edu

University of Edinburgh, UK, MSc Sustainable Energy Systems; University of Limerick, Ireland, BEng Computer Engineering

Languages: German

Electricity Market Design Consultant, Pöyry Management Consulting, UK
Developed electricity market mechanisms for European and African governments

Conducted financial due diligence and project modelling for major investments

Electricity Demand Analyst, National Grid plc, UK
Conceptualised and created multi-decade future energy scenarios to inform UK Government policies
Built national electricity demand model, key for UK capacity market auctions

Investment Team Leader, National Grid plc, UK
Led teams to plan and deliver 10-year portfolio of electricity transmission projects, valued at £150m+
Co-ordinated redesign and redevelopment of project closures process, value £10m+ per year

Career interests
Decarbonisation of energy and food, via social entrepreneurship or venture capital

Luis Paulo L Torres | Brazil, UK
Luis.Torres.mba2017@said.oxford.edu

Pompeu Fabra University, Spain, MSc International Business; Federal University of Amazonas, Brazil, BA Business Administration

Languages: Portuguese, Spanish

Co-founder and Chairman, Amazon Natural Capital Institute, Brazil / UK
Established cooperation agreement with the Government of Amazonas to implement conservation projects across 11m hectares
Designated to attend UN climate conferences as part of the official Brazil delegation

Market Intelligence Trainee, Brazilian Trade and Investment Promotion Agency, USA
Pam market research studies on investment opportunities in the USA for 15+ clients

Special Advisor, State Secretariat for Planning and Economic Development of Amazonas, Brazil
Delivered feasibility study for FIFA World Cup’s Arena da Amazonia Stadium, Manaus

Career interests
Development banking; social finance; charity, not for profit and development work; sustainability

Luis Paulo L Torres | Brazil, UK
Luis.Torres.mba2017@said.oxford.edu

Pompeu Fabra University, Spain, MSc International Business; Federal University of Amazonas, Brazil, BA Business Administration

Languages: Portuguese, Spanish

Co-founder and Chairman, Amazon Natural Capital Institute, Brazil / UK
Established cooperation agreement with the Government of Amazonas to implement conservation projects across 11m hectares
Designated to attend UN climate conferences as part of the official Brazil delegation

Market Intelligence Trainee, Brazilian Trade and Investment Promotion Agency, USA
Pam market research studies on investment opportunities in the USA for 15+ clients

Special Advisor, State Secretariat for Planning and Economic Development of Amazonas, Brazil
Delivered feasibility study for FIFA World Cup’s Arena da Amazonia Stadium, Manaus

Career interests
Development banking; social finance; charity, not for profit and development work; sustainability
Camila Toscana, Guatemala
Camila.ToscanaRodriguez.mba2017@said.oxford.edu
University of Denver, USA, BA, BS Business Administration (Major: Hospitality Management; Minor: Accounting)
Languages: Spanish
Corporate Social Responsibility Coordinator, NaturAcesitas, Guatemala
- Collaborated in the creation of CSR strategy to generate strategic competitive advantages in the palm oil industry
- Executed CSR projects across multiple areas of the company
- Developed strategic alliances with like-minded companies and institutions

Project Manager, FUNDESA, Guatemala
- Conducted intercultural commission between indigenous leaders and business leaders
- Led part of planning and execution for a business forum for >3k people
- Played key role in recollecting and compiling information of >30 years of work and achievements within the institution for a 30-year commemoration book

Career interests
- Corporate affairs; strategy planning; management; corporate finance

Crystal Trejo Green, USA
Crystal.TrejoGreen.mba2017@said.oxford.edu
Harvard University, USA, BA (Hons) Government
Languages: Spanish, Portuguese
Strategy Consultant, The Crimson Organization, USA
- Developed strategy for restructuring the board to align actions with priorities
- Designed comprehensive high-school mentoring program utilizing Salesforce

Executive Director, Humanitarian Experience Inc, USA
- Restructured US$1m organisation to function independently of large donors
- Expanded international programmes from 30 to 80, innovating processes to handle growth
- Managed developers creating two travel apps and implementing variety of website functionalities

Program Manager, Humanitarian Experience, Inc, USA
- Recruited and trained eight international staff
- Negotiated US$1m in airfares, lodging, sightseeing activities, construction materials

Career interests
- Strategy and innovation; consulting; entrepreneurship; corporate venture capital

Gregory Tsimbler, Australia, UK
Gregory.Tsimbler.mba2017@said.oxford.edu
University of Technology Sydney, Australia, BIBus International Business, Finance Accounting
Languages: Russian
Manager - Treasury, Commonwealth Bank of Australia, Australia
- Traded US$1bn European sovereign banking book; executed hedging strategies via OIS, FX-forwards and swaps
- Managed US$1bn issuance program using Certificates of Deposits and ECP programs
- Led team of four to build fintech trading tool, driving insights and saving US$2m per year

Founder, Vendortalent.com, Australia
- Created and launched online platform connecting clients with fintech consultants
- Structured and negotiated equity capital raising

Project Manager - Global Markets, Commonwealth Bank of Australia, Australia
- Led delivery for auto-funding trading systems programme, saving US$1bn across three countries
- Employee of the Month (>10k candidates)

Career interests
- Entrepreneurship; venture capital; private equity; M&A; technology; business strategy

Terry Tu, South Africa, Taiwan
Terry.Tu.mba2017@said.oxford.edu
Chartered Accountant (South Africa); University of the Witwatersrand, RSA, MComm, Accounting, BAcc (Hons) Accounting and Taxation (Distinction)
Languages: Mandarin
Consultant, Deloitte Consulting, South Africa
- Built business case for a ZAR88m business
- Secured funding of US$120m for a listed telco
- Implemented onboarding of chartered accountants

Audit Senior, Deloitte, South Africa/Canada
- Selected among top performers for short-term placement to Deloitte Canada
- Managed teams of up to 15
- Lead Audit Senior of Listed African Tier One bank

Associate Lecturer, University of Witwatersrand, South Africa
- Lectured classes of 400 students
- Prepared and presented tutorials to classes of 30

Career interests
- Private equity; corporate finance; consulting; strategy; fintech

Nikita A Turck, South Africa, Ireland
Nikita.Turck.mba2017@said.oxford.edu
University of Cape Town, South Africa, BSc (Hons) Chemical Engineering
Advanced Process Control Engineer, ENGEN Refinery, South Africa
- Coordinated conceptual stage for US$5m refinery fuel blending control system revamp
- Performed benefit analysis of multivariable predictive control on Refinery Conkrete Distillation Unit, presented findings to management and recommended, developed and implemented new benefit analysis method

Process Engineer, ENGEN Refinery, South Africa
- Authored procedure for processing high acid crude oil, enabling refinery to reap economic benefits of processing opportunity crude oils while preserving equipment integrity
- Managed sampling and lab analysis of petroleum fuel grades for optimisation of refinery blending system, resulting in subsequent revision of refinery blend model

Career interests
- Renewable energy; implementation consulting; management consulting

Marte Van Oort, Netherlands
Marte.vanOort.mba2017@said.oxford.edu
VU University, Netherlands, LL.M Law and Politics of International Security; Utrecht University, Netherlands, BA Liberal Arts
Languages: Dutch
Program Manager; Senior Associate; Associate, Stichting De Verre Bergen, Netherlands
- Managed portfolio of five investments with total investment value €14m loans, €63m grants
- Pioneered social venture providing innovative integration support and housing to 1k Syrian refugees
- Executed 11 due diligences (led four teams); six resulted in an investment
- Member of the Management Team (of five), responsible for HR

Chair, R’damse Nieuwe, Netherlands
- Chaired team of 10 board members; managed €180k annual budget
- Expanded community from 2k to 3k young intra- and entrepreneurs

Career interests
- Impact investing; social finance; business strategy; social entrepreneurship
Rohit Vardhan
India, Hong Kong Work
Authorisation
Rohit.Vardhan.mba2017@said.oxford.edu
Georgia Institute of Technology, USA, BS Mechanical Engineering; CFA Level 2
Languages: Hindi
Treasury Manager, Bernhard Schulte (Singapore) Holdings, Singapore
Led treasury function of US$1bn global maritime group
Advised CFO on financing and improved profitability by over US$65m every year
Established new relationships with five international banks and negotiated preferential terms for currency, financial instruments
Prepared financial terms for 10 new projects
Assistant Manager, L&T Infrastructure Finance, India
Managed portfolio of corporate debt and project finance totalling US$1.2bn
Recommended further financing to existing clients for exposures up to US$45bn
Assistant Manager, Larsen & Toubro, India
Cost controller for US$248m oil and gas EPC project, Qatar
Career interests
Corporate finance, technology, private equity; financial advisory

Elizabeth Vogiatzi
Greece
Elisavet.Vogiatzi.mba2017@said.oxford.edu
University of Mannheim, Germany, MCBIL; University of Macedonia, Greece, BSc Economics
Languages: Greek, French
Foreign Trade and Arbitration Partner, Agroinvest SA, Greece
Negotiation of purchases and sales of biodiesel and commodities
Composition of contracts; execution, logistics
Composition of submissions and arbitration files for over 20 cases
Finance and Management Assistant, Agroinvest SA, Greece
Developed business proposal for fish farming marketing
Collaborated in decision-making for sales, distribution and organisational restructuring
Assisted in preparation of financial reports
Trade and Freight Depot Trainee, BUNGE SA, Switzerland and Spain
Trained on global forwarding and execution, Med/Middle East market and ocean freight
Career interests
Legal services; corporate strategy; logistics; business development; marketing

Meir Wachs
USA
Meir.Wachs.mba2017@said.oxford.edu
University of Oxford, MSt Study of Religion; OS Tanenbaum College, MA (Hons) Talmudic Law, BA (Hons) Talmudic Law
Languages: Biblical and Rabbinic Hebrew, Aramaic, Yiddish
President, Azma Capital Corp, USA
Identified and executed investment strategies in public equity, distressed debt and special situations yielding 31.29% annualised returns (ROC 5y avg)
Adjunct Faculty, OS Tanenbaum College, IL
Researched and delivered over 60 original content modules to student body of over 400 undergraduates
Co-founder, KM Capital Management, US
Oversew collaboration with 40+ trading groups worldwide and accelerated growth to over US$82m in revenue by final year of operation
Founder, BCC and Disaster Restoration, US
Founded company at age of 20, created full operations, sales, marketing verticals, grew to staff of over 30 before acquisition
Career interests
Entrepreneurship; financial markets; theology, academia

Karen Vilas
United States
Karen.Vilas.mba2017@said.oxford.edu
University of South Carolina, USA, BA Chemical Engineering
Employee Elect Member of the Board, Baker Engineering and Risk Consultants, USA
Voted quarterly on key issues regarding company direction, management and financial decisions
Member of Compensation Committee, which reviewed corporate profits and salary for executive team members
Supervisor of Houston Operations, Baker Engineering and Risk Consultants, USA
Mentored and trained ~40 technical staff in process safety
Supervised team member performance, utilisation, work distribution and daily oversight
Senior II Engineer, Baker Engineering and Risk Consultants, USA
Managed project portfolio of over US$1bn
International business development, resulting in US$1.5bn of bids issued per year
Performed technical analysis in process safety
(Consequence and Risk Analysis)
Career interests
Consulting; management consulting; engineering; academia; strategy; risk management

Ash Walker
Australia
Ash.Walker.mba2017@said.oxford.edu
University of New South Wales, Australia, BComm, LLB
Acting CEO, La Perouse Local Aboriginal Land Council, Australia
Last organisational review aimed at ensuring long-term financial viability
Negotiated Aboriginal land claims on behalf of 500+ members of La Perouse Aboriginal community
Lawyer, Corporate Advisory, Gilbert + Tobin, Australia
Advised consortium member on AU$500m purchase of Ascaro Limited, a leading ports and freight company
Advised leading private equity firm on AU$500m sale of CDC Group, a leading data centre provider
Founding member and director, Barunya Aboriginal Corporation, Australia
Created organisational framework and strategy allowing for support of six Aboriginal start-ups
Developed and maintained relationships with corporate partners
Career interests
Impact investing; private equity; management consulting; social entrepreneurship
Chengxi Wang China

Chengxi.Wang.mba2017@said.oxford.edu
St John’s University, USA, BSc (Hons) (Major: Finance; Minor: French), CFA Level 3
Languages: Chinese, French
Co-founder and Vice President, Emergent LLC (Impact Investing), USA
Integrated social impact metrics and classic valuation methods to construct investment portfolios for financial return and social impact.
Created strategic roadmap for expansion into new markets via micro-investing platform and P2P business model
Management Trainees, Broadridge Financial Solutions, Inc, USA
Developed insight into managing global fintech firm: IT, client service, finance, marketing, ops
Presented business plans to achieve operational efficiency and digital transformation
Adviser, United Nations (UN), USA
Researched sustainable development
Risk Manager, GLOBE Microfinance, Congo, Kenya, Nigeria, Nicaragua, Vietnam
Achieved expansion into Nicaragua, Vietnam by improving previous risk control model
Career interests
Strategy, consulting, investment banking

Ivy Wang Singapore, China

Yu.Wang.mba2017@said.oxford.edu
Nanyang Technological University, Singapore, BSc Maritime Studies
Languages: Mandarin, Korean
Senior Executive Corporate Strategy, IMC Pan Asia, China
Analysed historical returns and performances of an investment portfolio and developed an exit/expansion strategy with potential value-add of ~US$10m based on the results
Formulated organisation restructuring strategy with potential quantitative benefits of ~US$1m
Prepared consolidated financial statements of 26 joint ventures in China on a monthly basis; monitored both operational and financial performances to support high-impact decision making
Career interests
Consulting, corporate strategy, media, technology

Kenan Wang China, UK Work Authorisation

Kenan.Wang.mba2017@said.oxford.edu
University of Cambridge, UK, MA, MEng (Hons) Information and Computer Engineering, FRM; CFA Level I
Languages: Chinese
Investment Manager, Tangrong Capital, China
Conducted primary market buy-side CDD and FDD and attained over 30% annual return
Facilitated establishing US operation; deals in healthcare, tech start-up, bank equity and commercial real-estate investments
Negotiated and reviewed contracts. Coordinated legal and tax professionals to design cross-border investment structures and exit strategies
MA Transaction Intern, Deloitte Financial Advisory, China
Conducted financial due diligence for sell-side and buy-side M&A deals size over £10bn.
Engineering Consultant (Intern), Pragmatic Printing, UK
Researchers, built, programmed and tested nanoscale printable electronic characteristics and built logic circuits
Career interests
Private equity, asset management; corporate finance; management consulting; fintech

Yingying Wang China

Yingying.Wang.mba2017@said.oxford.edu
Washington State University, USA, BA Business Administration, Finance
Languages: Mandarin, Cantonese
Senior Manager, Hwabao Trust, China
Launched 20-year US$20m contract to begin family trust in company
Recognised as top manager, raising US$60m for a US stock market exit and relisting
Recognised as top manager, raising US$3.75m for Ascend market exit and relisting
Proposed and launched first branding campaigns for Hwabao Trust
Co-founder, Wechat Mandarin School, China
Co-founded education start-up, provided training to teachers and exceeded target profits for both years
Sealed deals with nine companies
Bank Teller, HSBC, China
Recognised as top teller to solve conflicts among customers, for regulations and operation requirements
Trained six new tellers alongside duties
Career interests
Entrepreneurship; private banking; impact investing; asset management; venture capital

Wei Chih Wang Taiwan

Wei-Chih.Wang.mba2017@said.oxford.edu
National Taiwan University, Taiwan, BA Business Administration (Major: Finance)
Languages: Mandarin, Taiwanese
Accountant, Estée Lauder Companies Inc, Taiwan
Managed US$10m inter-company loan and interest; arranged average US$3.3m monthly settlement with global coordination centre
Cooperated with regional accounting team on purchase-to-payment project to implement new SAP function and policy
Analysed customer evaluation report and monitored line of credit on accounts receivable
Accounting Specialist, Eli Lilly and Company, Taiwan
Organised monthly Sales and Operation planning meeting and presented market forecast accuracy to department directors
Main contact for purchase-to-payment process between company’s affiliate in Taiwan and Share Service Center in Malaysia
Revised new internal portal procedures handbook and implemented training programme for all system users
Career interests
Corporate finance; business strategy; luxury; FMCG; pharmaceuticals

Kevin Warner USA

Kevin.Warner.mba2017@said.oxford.edu
University of North Carolina, School of the Arts, USA, BMusic Opera
Program Manager, Fair Shares CCSA, USA
Developed supply chain of 60+ farmers, 30+ value-added producers, 350 member families
Created organisational grant-writing initiative, including US$140k local foods project
Managed creative campaigns to engage consumers across print, radio and social media
Collaborated with team of six to streamline supply chain
Administrative Council Member, USDA Sustainable Agriculture R&E, USA
Represented agricultural sector with expertise in local food distribution systems as an elected member for 12 state region
Analysed and evaluated 100+ grant applications annually
Travelled USA helping to lead USDA’s $26m sustainable agriculture arm
Career interests
Social entrepreneurship; local food systems; sustainable agriculture; food policy
Patrick Watson
UK
Patrick.Watson.mba2017@said.oxford.edu
Institute of Chartered Accountants in England and Wales, UK, ACA; University of Bristol, UK, MSc Quantitative Development Economics, BSc (Hons) Mathematics and Economics
Languages: Spanish
Senior Partner, Director of Investment Advisory Services Group, I-DEV International, Peru, USA, Kenya
Formed Investment Advisory Services Group
Analysed transactions valuing over US$50m across Latin America, Africa, and Asia
Led growth of I-DEV team from 5 to 17 employees and LuAm regional presence
Guest speaker on Impact Investing throughout Latin America (USAID, UNF, FLII, TBLI, Kew)
Corporate Development Manager, Inter Pipeline Fund, UK
Critical role in doubling IPF’s European exposure through US$500m acquisition
Full deal-cycle experience from origination to fn modelling and term-sheet structuring
Associate, KPMG Corporate Finance, UK
Involved in valuation of companies totalling >US$10bn
Career interests
Venture capital; impact investing; renewable energy; social entrepreneurship; private equity

Jack Wearne
UK
Jack.Wearne.mba2017@said.oxford.edu
University of Nottingham, UK, BSc Economics and Econometrics
Director, Citigroup, London
Led team of seven traders and analysts with budget of US$40m
Looked for market opportunities and took proprietary positions in incorrectly valued companies
Developed electronic trading strategy for European Credit business and overview implementation
Vice President, Citigroup, London
Generated US$115m of revenue over six years
Career interests
Leadership; business strategy; consulting; entrepreneurship

Samuel Weeks
UK
Samuel.Weeks.mba2017@said.oxford.edu
King’s College London, UK, MEng Mechanical Engineering
Languages: French
Multi-asset sales, Societe Generale Corporate & Investment Banking, UK
Launched multi-asset sales team in ETF, Equity Derivative, Fixed Income and Prime Service Businesses
Best €5m revenue target in year one by increasing activity at target clients by 120% and onboarding 50+ new accounts
Equity sales, Societe Generale Corporate & Investment Banking, UK
Advised asset management clients in UK and Ireland with AUM over €6bn
Executed single-stock and programme trades for key clients on multiple exchanges
Dated between clients and bank syndicates to price IPOs and rights issues
Career interests
Asset management; alternative investment; trading; entrepreneurship; engineering

Anders Weiss
USA, Switzerland
Anders.Weiss.mba2017@said.oxford.edu
Brown University, USA, BA Economics
Athlete, United States Olympic Committee, United States
Represent the United States in and out of competition
Foster and develop a team able to succeed for the 2020 Tokyo Olympics
Summer Intern, Coastline Trust Company, United States
Undertook equity analysis projects ensuring a prompt response to any investment inquiries
Researched feasibility for low-capital long-term investments into commodity markets
Summer Intern, Morgan Stanley, United States
Supported in creating a two-year personnel offshore strategy, desktop with operations division, and paid via Pride Technologies
Analysed monthly reports for any data discrepancies
Career interests
Private equity; consulting; energy and resources; entrepreneurship; venture capital

Wazhma Wesa
Canada, Afghanistan
Wazhma.Wesa.mba2017@said.oxford.edu
LSE, UK, MSc Development Management; Sauder School of Business, UBC, Canada, BComm Transportation and Logistics, MIS
Languages: Pashto
Director of National Development Strategy/Programmes, Ministry of Finance, Afghanistan
Led government technical team for Brussels Conference on Afghanistan; secured US$15.2bn development assistance (2017–20)
Coordinated development of national development strategy and 10 priority programmes
Managed team of nine on daily basis
Junior Fellow, United Nations University, Japan
Researched and produced background briefs for two new academic polices
Organised two lectures for UNU Ambassador Lecture Series (Pan, Zimbabwe)
Account Manager, CH Robinson, Canada
Managed transportation and logistics needs for third-largest customer (US$1m) in branch
Career interests
Social impact; impact investing; sustainability

Michael Wigrizer
USA
Michael.Wigrizer.mba2017@said.oxford.edu
The Pennsylvania State University, USA, BA Finance (Minor: Psychology)
Director of Research, JL Squared Group, US
Led due diligence and manager selection for US$300m alternative investment portfolio
Portfolios performed in top 15% versus peers over the past five years
Oversaw 32 separate investments; average deal size of US$10m
Covered fundamental, event-driven, quantitative, commodity, and global macro strategies
Diligenced and modelled both public and private direct investments
Investments Analyst, Drexel University Endowment, US
Managed US$500m multi-asset class endowment portfolio within three-person team
Composed investment recommendations and manager reports for investment committee
Career interests
Investment banking; private equity; venture capital; asset management; debt restructuring
Alex Williams UK
Alexander.Williams.mba2017@said.oxford.edu
Imperial College London, UK, BSc Chemistry
Consultant, The Global Foresight Group, UK
Lead consultant and equity partner responsible for delivering client projects worth $250m
Designed scenario-planning process for 50+ field missions of a US development agency
Advised political institution in Europe on policy implications of industry 4.0
Project Manager, World Economic Forum, Switzerland
Led the energy and environment programme at 2016 Annual Meeting in Davos
Delivered foresight and analysis to support the WEF’s industry partners in long-term strategy
Senior Analyst, Schlumberger Business Consulting, UK
Implemented a production forecasting process to maximise potential of new oil and gas assets
Conducted due diligence on $55m capital project for major UK upstream business
Restructured organisation of a $1m boe oil asset in Kuwait to meet five-year business plan
Career interests
Private equity; impact investing; venture capital; consulting; energy and resources

Ben Willson UK, Germany
Ben.Willson.mba2017@said.oxford.edu
University of Pennsylvania, USA, BA Political Science
Languages: German
Co-Founder, Picme App Ltd, UK
Designed, financed and oversee development
Hired and managed development team
Won second prize for ‘most viable product’ at accelerator programme
Business Development Manager, Rhino Africa Safaris, South Africa
Led team for US$20m tender bid of government assets for eco-tourist development
Responsible for analysis of business divisions for cost-cutting and efficiency efforts
Conducted yield management analysis to implement BAR model for safari industry
Business Development Analyst, BTG Pactual, UK
Integration Coordinator for US$1.5bn acquisition of Swiss private bank
Built model to track and present US$12m annual fees paid out for hedge fund business
Career interests
Entrepreneurship; impact investing; social entrepreneurship; innovation strategy; technology

Julia Windsor UK, Australia
Julia.Windsor.mba2017@said.oxford.edu
Monash University, Australia, MBA, BComm
Associate (Banking), Latham & Watkins, UK
Led financier-side review of commitment papers on successful acquisition of UK energy supplier for £340m
Co-ordinated local counsel in five jurisdictions and lender syndicate on successful bid to purchase a leading Baltic mobile operator
Negotiated sponsor-side financial undertakings to reflect future growth and group consolidation on a clothing brand acquisition
Senior Associate (Banking & Finance), Allen’s, Australia
Headed financier-side final negotiation of finance documents on AU$7.05 billion toll road acquisition
Led sponsor-side due diligence discussions on project financing of 52 turbine wind farm
Managed sponsor-side finance bid deliverable and drafted finance documents on AU$2.3bn acquisition of a desalination plant
Career interests
Management consulting; sustainability; infrastructure investment; corporate strategy

Keith Wong Hong Kong
Keith.Wong.mba2017@said.oxford.edu
Hong Kong University of Science and Technology, Hong Kong, BA Economics; CFA Charterholder; FRM Certification
Languages: Mandarin, Cantonese, Japanese
Senior Analyst, Ping An of China Asset Management (Hong Kong), Hong Kong
Managed equity portfolio with US$2bn AUM generating 3.15% outperformance in six months
Covered TMT, auto and industrial sectors for US$4bn AUM firm-wide equity portfolios
Key contributor to M&A projects inc: Qihoo 360, a 30% return investment of US$300m
Analyst, ROIC Limited, Hong Kong
Assisted in managing the equity portfolio, which generated +21% return over three years
Provided long/short recommendations on Asia Pacific equities, bonds and derivatives
Specialised in sales, TMT, Property, Financials, Consumers and Energy
Mgmt Trainee, Sino Group, Hong Kong
Rotated through property development, sales and marketing and leasing departments
Career interests
Asset management; hedge fund; private equity; equity research; corporate finance

Natalie Wong Canada, Hong Kong
Natalie.Wong.mba2017@said.oxford.edu
McGill University, Canada, BA (Hons) Economics; CFA Charterholder
Languages: Cantonese, Mandarin
Investment Officer, EWB Canada, Uganda
Assessed over 600 impact-driven ventures in sub-Saharan Africa; performed due diligence on eight and invested seed capital in four
Advised four portfolio ventures on strategy, capital raising efforts, and impact monitoring
Awarded Impact Investor of the Year by the MaRS Centre for Impact Investing
Associate, Ascender Capital, Hong Kong
Collaborated with fund manager to devise fund strategy, design and implement fund structure
Managed all communications with investors; fundraised US$17m in Europe and Asia
Analyst, Assuris, Canada
Formulated risk analysis approach to detect systemic and firm-level risks of 75 life insurers
Led team of four on comparative analysis of 20 small life insurers
Career interests
Consulting; impact investing; economic development; strategy; operations

Marla Woodward USA
Marla.Woodward.mba2017@said.oxford.edu
Michigan State University, USA, BA (Hons) International Relations (Minor: Theatre)
Languages: Spanish
Lead Marketing Specialist, Amway, USA
Led team of five to conduct market research with a US$71m account to evaluate growth strategies, resulting in adoption of new ideas
Mentored three junior specialists in public speaking (Toastmasters, feedback sessions)
Senior Marketing Specialist, Amway, USA
Launched new business service with US$95m global account in Europe to improve sales, receiving 98% satisfaction rating
Created marketing program in Taiwan which received 96% satisfaction rating and saw recruitment increase 2x that of control group
Analyzed data from McKinsey’s “Women in the Workplace” study; presented ideas on how to increase female representation at Amway
Digital Marketing Specialist, Amway, USA
Negotiated global consensus in all four global regions on a digital vendor
 Presented business case to senior leadership, resulting in approval of US$500k investment
Career interests
Consulting; marketing; technology; strategy
**Jingyi Nicole Xiang**  
*China*  

**University of Wisconsin, USA, BSc (Hons) Mathematics and Economics**  

**Languages:** Mandarin, Chinese  

**Senior Investment Management Consultant, Jaxson Techsharpe Investment Management Co Ltd, China**  

Established and managed financial investment consulting team of 20. Managed around 80m RMB capital.  

**Career interests**  

Private equity; consulting; entrepreneurship; strategy; asset management  

---

**Steve Xie**  
*Singapore*  

**National University of Singapore, BEing Electrical Engineering**  

**Languages:** Mandarin  

**Strategy and Business Development Manager, HeidelbergCement, Singapore**  

Led commercial due diligence team on €600m M&A and three strategic consulting projects. Restructured successfully a €200m greenfield investment into an acquisition alternative. Achieved €18m above €15m target synergies for post-merger integration as regional coordinator.  

**Senior Auditor, HeidelbergCement, SG**  

Conducted 20+ business process and internal control audits across APAC. Recognised for 100+ process improvement recommendations, three fraud investigations. Promoted in two years from Internal Auditor.  

**Career interests**  

Private equity; business strategy; merger and acquisitions; entrepreneurship  

---

**Tina Yang**  
*Canada*  

**FSA: CERA; University of Waterloo, Canada, BMath (Hons) Actuarial Science (Minor: Computer Science)**  

**Languages:** Mandarin  

**Consulting Actuary, Milliman, USA**  

Managed Variable Annuity (VA) reinsurance transactions; collaborated with reinsurer, direct insurer, investment banker and regulator to conduct analysis and facilitate deal closure. Led platform development initiative to industrialise financial reporting for a growing insurance book with US$20bn AUM. Represented both buy-side and sell-side in various VA M&A transactions.  

**Actuarial Analyst, Milliman, USA**  

Customised Milliman MG-Hedge® model for unique equity-linked insurance designs. Monitored trading activities and created performance attribution analysis for clients across Asia, Europe and North America.  

**Actuarial Programmer, GGY, Canada**  

Programmed advanced insurance functionality to GGY AXIS software platform.  

**Career interests**  

Insurance; strategy consulting; private equity; venture capital  

---

**Tong Yi**  
*China, Hong Kong Work Authorisation*  

**University of Hong Kong, Hong Kong, BEcon&Fin**  

**Languages:** Mandarin, Cantonese  

**IBD Intern, Guosen Securities, China**  

Performed analysis of investor; products documentation for over 100 mortgage lenders. Implemented and maintained underwriting guidelines, LPRs and SPP schedules for investors.  

**Career interests**  

Private equity; consulting; entrepreneurship; strategy; asset management  

---

**Chin Pang Yick**  
*Hong Kong*  

**Durham University, UK, BA (Hons) Economics; CFA Level 3; FRM**  

**Languages:** Mandarin, Cantonese  

**Corporate Management Trainers, Bank of Communications, Hong Kong**  

Managed close relationships and designed tailor-made portfolios for high-net-worth clients with equity and derivative investments. Collaborated with research department to produce equity and market research reports for clients and in house investment advisors. Designed, organised and delivered a series of six trainings for mainland branch trainers.  

**Career interests**  

Corporate finance; mergers and acquisitions; private equity; equity research  

---

**Takuro Yoshimura**  
*Japan*  

**Kyoto University, Japan, Mutti Classical Greek Literature; International Christian University, Japan, BA (Major: Classics)**  

**Languages:** Japanese  

**Accountant, INPEX CORPORATION, Japan**  

Principal accountant of project company developing an oil field in the Democratic Republic of Congo. Mentored four junior accountants across projects in Libya, Venezuela, Ecuador and Brazil.  

**Commercial Analyst, INPEX CORPORATION, Japan**  

Led team of 10 to establish office in Astana, Kazakhstan. Youngest member of team of eight monitoring dispute negotiations between project consortium and Kazakhstani government. Managed mid-term cash flow of a project company developing oil fields in Kazakhstan.  

**Crude Oil Transportation Analyst, INPEX CORPORATION, Japan**  

Created INPEX’ first crude oil transportation strategy and portfolio in the Caspian region.  

**Career interests**  

Oil and gas; pharmaceuticals; business strategy; consulting; corporate finance  

---
Sarah West Young
USA

Sarah.West.Young.mba2017@said.oxford.edu
Florida International University, USA, BA International Business Management

Languages: Spanish
Director of Marketing, Palm Beach Business + Technology Center, USA

Designed and supervised creation of proprietary brand identity for advertising, sales collateral and website
Co-authored business proposal contributing to 150% increase in private funding
Leveraged lean enterprise methodologies to identify and monitor actionable analytics metrics; instituted quarterly pre-mortem meetings to identify and bypass project pitfalls

Marketing Manager, US Land Group, USA

Expanded leadership position in marketing division of US$40m real-estate development
Implemented new media strategies contributing to sales increase of 4.15x
Instituted A/B testing, monitored usage metrics, and developed an annual resident survey; increased click-through rates by an average of 20% per campaign

Career interests
Entrepreneurship; technology; data science

Jie Yu
China

Jie.Yu.mba2017@said.oxford.edu
University of Nottingham, UK, BA (Hons) Finance, Accounting and Management

Languages: Mandarin
Internal Controls Manager, Alipay (an Alibaba company), China

Built procedures for purchasing of online digital media/offline promotions
Optimised offline QR code strategies

Senior Financial Analyst/Internal Controls Senior Auditor, Honeywell, China

Identified key drivers in analysis of sales and operating income of a business portfolio with annual sales of US$250m

Senior, Ernst & Young, China

Led pre-PO audits of leading group company with revenue US$3bn and 26 legal entities
Managed and conducted audits in various industries using a risk-based testing approach

Career interests
Investment banking; M&A; private equity

Xingyi (April) Yu
China, Hong Kong

Xingyi.Yu.mba2017@said.oxford.edu
University of Hong Kong, HK, BBA Accounting and Finance

Languages: Mandarin; Cantonese
Private Equity Summer Intern, CITIC Capital Partners, China

Performed financial analysis on deals valued at US$50m through DCF and LBO modelling

Client Manager, Thomson Reuters, Hong Kong Country

Generated US$2k MRR by new sales
Generated US$40k MRR by displacing competitors’ products

Junior Associate, 13D Research, Hong Kong

Prepared sales pitch materials for Head of Sales in Asia
Stacked performance of assets class recommended in the weekly research report

Career interests
Private equity; corporate finance

Liyan Zeng
Singapore

Liyan.Zeng.mba2017@said.oxford.edu
University of Singapore, Singapore, BA (Hons) Business Administration

Languages: Mandarin
Manager, Investments, NTUC Income, Singapore

Led and coordinated initiatives to support the Chief Investment Officer (CIO)
Improved documentation at department level
Conducted investment system assessment; wrote proposal commended by CIO

Senior Executive, Alternative Investments, NTUC Income, Singapore

Supported portfolio managers in overseeing multi-billion real-estate portfolio
Performed financial analyses for property acquisition and co-wrote investment proposal
Reviewed financial and legal terms for real-estate financing

Graduate Trainee, NTUC Income, Singapore

Groomed under company’s accelerated programme to develop future leaders
Recognised by management for managing SG$100k corporate project

Career interests
Real estate investments; portfolio management; socially responsible investments

Shuyang (Su) Zeng
Canada

Shuyang.Zeng.mba2017@said.oxford.edu
Ecole Hôtelière de Lausanne, Switzerland, BS in Hospitality Management

Languages: Mandarin
Business Development Manager, Minor Hotels, Thailand

Assessed feasibility of 30 hotel developments through site inspections, market studies and financial modelling
Led development pitches and created project memorandums for all Asia Pacific projects
Managed and built relationships with potential owners and developers
Participated in four hotel management agreement negotiations worth US$25m in NPV

Analyst Intern, Colliers International, UK

Supported feasibility studies, investment advisory and hotel operator search
Tracked industry trends and transactions; collected data for publications
Intern, Swire Hotels, China

Assisted with profit and loss analysis, formulated restaurant revamp project
Co-trained 300 employees on brand culture

Career interests
Management consulting; real estate; retail; hospitality

Caitlin Zhang
China, Singapore

Caitlin.Zhang.mba2017@said.oxford.edu
Nanyang Technological University, Singapore, BA (Hons) Business; Maastricht University, Netherlands, Exchange; CFA Level 1

Languages: Mandarin
Manager, PwC Consulting, Singapore

Accelerated promotion track in management consulting with key focus in finance and enterprise performance management; consultant for over 15 clients in Asia
Led costing diagnostic project for a pharmaceutical company and increased product profit by 15%
Designed restructure of finance functions for engineering client with annual revenue of US$1bn and built business case of US$10m savings

Secondment, GIC, Singapore

Designed performance metrics and dashboards in Tableau across four investment entities
Project managed two vendors for implementation

Intern, Coutts & Co - RBS, Singapore

Analysed performance for private banking
Initiated continuous improvement project

Career interests
Consulting, corporate strategy; private equity

Z
Jielin Zhang
China, Canada

Jielin.Zhang.mba2017@said.oxford.edu

University of Oxford, UK, MPhil Development Studies; Waseda University, Japan, BA (Hons) Economics and Politics

Languages: Mandarin, Japanese

Partnership Consultant, UNDP, Thailand

Designed and implemented development programmes for South-South investment projects and impact investment projects

Led aid transparency team of Asia Pacific Regional Hub; covered >700 projects in 36 countries

Executive Director, World Sustainable Development Foundation, Canada

Established foundation to deliver solutions for sustainable communities and support programmes reducing energy and materials in construction

Raising CA$1m from private stakeholders to create permanent fund supporting research projects through grants for sustainable building technology and building products

Fellow, McKinsey & Company, Canada

Developed strategy for clients on enhancing sector competitiveness in manufacturing

Career interests
International development; consulting; impact investing; entrepreneurship; sustainability; venture capital

Minmin Zhang
China

Minmin.Zhang.mba2017@said.oxford.edu

Stanford University, USA, MA E Asian Studies; Franklin & Marshall College, USA, BA (Hons) (Major: Government; Minor: French)

Languages: Mandarin

Associate Managing Editor, Stanford Law School China Guiding Cases Project, USA

Co-authored four published studies

Led team of four to upgrade website functionality and content, increasing site traffic by 300%

Organised seminars in Beijing and Hong Kong attended by 200+ participants

Research Assistant, International Crisis Group, China

Quantitatively and qualitatively analysed foreign policy; created talking points for Director’s interview with BBC News

Career interests
Management consulting; strategy; international public policy and development work

Zifu Zhu
China

Zifu.Zhu.mba2017@said.oxford.edu

Tulane University, USA, PhD Polymer Physics; Dalian University of Technology, China, BSc Materials Physics

Language: Chinese

Scientist/Project Manager, Evonik, USA

Led US$1.5m R&D project to develop and commercialise biodegradable medical devices

Developed customised biomaterials for clients

Advised manufacturing team with formulation and process improvement

Established processing lab with ~US$750k instruments commissioned and validated

Research Scientist, Tulane University, USA

Four projects, 10+ publications and presentations

Co-led US$6m project to develop medical and sustainable materials with eight universities

Invented and implemented a technique saving ~20% production time at an industrial plant

Intern, Tulane Technology Transfer, USA

Conducted prior art analysis to identify commercial interests of scientific innovations

Career interests
Medtech; pharmaceutical; healthcare; chemical industry; business development

Zheng Zhou
China

Zheng.Zhou.mba2017@said.oxford.edu

Zhejiang University, China, MEng Mechanical Engineering, BEng Energy and Environment Engineering

Languages: Mandarin

Project Manager, China Aerospace Science and Industry Corp (CASIC), China

Managed multinational team of 30 to develop new radar products in Asia, Europe and Africa

Composed business plans; negotiated with governments and clients; administrated bids and contracts up to £3m

Promoted to become the youngest project manager in company history

Senior engineer, CASIC, China

Devised and formulated new work process and production strategy, reducing time by 20% and improving product performance by 40%

Led cross-functional team of 12 to provide products that constitute £3m in annual sales

Awarded Outstanding Worker of CASIC

Junior engineer, CASIC, China

Obtained three patents; published 10 academic papers; awarded best academic paper of company for four consecutive years

Career interests
Business development; consulting; strategy; project management; private equity
Said Business School at the University of Oxford blends the best of new and old. We are a vibrant and innovative business school, deeply embedded in an 800-year-old, world-class university. We create programmes and ideas that have global impact. We educate people for successful business careers, and as a community seek to tackle world-scale problems. We deliver cutting-edge programmes and ground-breaking research that transform individuals, organisations, business practice, and society. We seek to be a world-class business school community, embedded in a world-class university, tackling world-scale problems.

**Taught Programmes**
- MBA
- Oxford 1+1 MBA
- Executive MBA
- MSc in Financial Economics
- MSc in Major Programme Management
- MSc in Law and Finance
- Diploma in Financial Strategy
- Diploma in Global Business
- Diploma in Organisational Leadership
- Diploma in Strategy and Innovation
- BA in Economics and Management

**Research Programmes**
- DPhil Programme in Management Studies

**Executive Education**

**Leadership**
- Oxford Advanced Management and Leadership Programme
- Oxford Strategic Leadership Programme
- Oxford High-Performance Leadership Programme
- Women Transforming Leadership Programme

**Finance**
- Oxford Chicago Valuation Programme
- Oxford Private Equity Programme
- Oxford Real Estate Programme
- Oxford Impact Investing Programme
- Oxford Social Finance Programme

**Strategy, Risk and Reputation**
- Oxford Scenarios Programme
- Consulting and Coaching for Change
- Corporate Affairs Academy
- Oxford Strategic Marketing Programme
- Oxford Programme on Negotiation
- Corporate Reputation and Executive Leadership Programme

**Custom Executive Education**